

THE TIMES

The poet who makes his debut after 400 years, page 14

Tory backbench pressure grows for Mr Heath to quit as leader

Mounting Conservative pressure for the resignation of Mr Heath as party leader will be discussed today by the executive of the Tory backbench 1922 Committee. A demand for a personal statement may be made.

Personal statement may be demanded

George Clark
Tory Correspondent

There is strong pressure that is building up in the Conservative Party for Mr Heath to resign the leadership. It is likely to be the subject of a debate at the Tory backbench 1922 Committee in London today. Mr Heath's closest political advisers are denying yesterday's reports that he has already decided to stand down. But he is making it clear that if there is a general feeling at Westminster and in the party at large that it would be better for him to resign, he would do so.

There is one complication. The 1922 executive, it could be claimed, does not represent anyone at this time; a new executive has not yet been elected by the present body of Conservative backbenchers. Thus the holding of the election of the leader might have to be held back until the MPs making up the new 1922 Committee have taken the oath in the new Parliament. But if Mr Heath were to make a declaration, the way would be open for the party to assess the likely contenders and consider the shifts in policy which might have to be made under new management. Mr Whitelaw, chairman of the party and former Secretary of State for Northern Ireland, has so far been regarded as the front runner in any contest. It was clear yesterday, however, that many of the backbenchers who are demanding Mr Heath's resignation would



Mr Heath relaxing yesterday at the country home of Lord Aldington, in Aldington, Kent.

not support Mr Whitelaw "because he is too prone to make miscalculations and does not have the political skill to be a leader," as one MP put it. This same group would also not support Mr Prior, the former Minister of Agriculture and a friend of Mr Heath, because they think he is too closely associated with recent failures. There is still much enthusiasm among party workers and a fair number of Tory MPs for Mr Whitelaw's honest and direct approach to politics; they believe he might have been more successful than Mr Heath in winning votes at the last election. Some of them have doubts, however, about his ability to win arguments with Mr Wilson in the Commons. If Mr Heath goes, and this is the assumption which most MPs appear to be making, even

past champions of Mr Heath, the contenders are almost certain to include Sir Keith Joseph, who recently caused a stir with his statements about the failures of the last Conservative Administration. According to one backbencher, who wants Mr Heath to make a personal declaration of his position in the present week, Sir Keith has "given the party a new inspiration and philosophy which is true to Tory principles". Other candidates, according to the soundings I took yesterday, could be Mr Carr, the former Home Secretary, and Mrs Thatcher, who made a big impact on the campaign at Conservative Central Office two weeks ago with her declaration on mortgages and housing. These are probably early days to rule anyone out, but it seems

unlikely that Mr du Cann himself would be a runner. The most intriguing suggestion is that Sir Christopher Soames, the commissioner in charge of foreign relations of the EEC, may be persuaded to leave Brussels to return to politics at Westminster as the new Conservative leader. Sir Christopher, a son-in-law of Sir Winston Churchill and a man of strong convictions and great debating skill, would certainly bring new life to the Conservative Party. His chief handicap is that he has been away from politics at Westminster for eight years, and is not known by many of the Conservative backbenchers. Those who have seen Sir Christopher answering questions at the European Parliament know that he still has a tough

Continued on page 2, col 5

Mr Christopher Soames may return to British politics

David Spanier

Mr Christopher Soames's return from the EEC in Brussels to active politics in Britain is expected shortly. Long before the election he was lobbied by the most senior members in the Conservative Party who urged him to leave post in Brussels and join election campaign. In the "math of the Conservatives" at this invitation seems to be renewed. Mr Christopher has never used his ambition to return to Westminster. He feels more at home in politics, with its cut and thrust and its network of friends and London clubs, than elsewhere. His decision to decline the invitation to stand in the last year was very hard one, he pondered. It was not due to lack of a good seat to fight. There were two reasons why he decided to stay in Brussels. His job as vice-president of the EEC commission responsible for external relations and wide responsibilities and

has never been voiced by Sir Christopher himself, was thought in political circles to concern his relations with Mr Heath. The two men have worked together for a long time but they are very different in style and in their approach to politics. Sir Christopher might have felt that to leave Brussels and go back to Tory politics just before the election would have been embarrassing. After the election, whether the Conservatives had won or lost, things were bound to look different. Sir Christopher had decided that as soon as the negotiations were over, which was likely to be at the end of this year or in the spring, he would leave Brussels, in the hope of getting back into Parliament one day. The opportunity of succeeding to the presidency of the Commission, it being Britain's "turn" next year, did not tempt him, at least so long as a Labour Government in Britain was so equivocal in its attitude to the European Community.

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Diary 14

Mr Wilson to outline priorities tonight

By George Clark
Political Correspondent

Mr Wilson will make a broadcast tonight in which he is expected to indicate what the Government intends to do about inflation. Details of changes in the method of collecting corporation tax and of some relaxation of tax burdens will probably have to wait until the Budget which Mr Healey, Chancellor of the Exchequer, is preparing for introduction on November 5. After his narrow election victory Mr Wilson is not likely to be jubilant about the parliamentary situation. When Labour has provided two chairmen as deputies to the Speaker, his overall majority will be one. He may seek the help of the Scottish and Welsh nationalists in return for speedy action on devolution. Although Mr Wilson and Mr Wedgwood Benn, Secretary of State for Industry, indicated on Thursday night that there would be no holding back on nationalisation, there is every sign that the Government will

wait to see how the parliamentary balance settles before going ahead. The first objective will be to help industry and to stimulate exports. The first of the nationalisation measures, which is likely to bring the nationalists behind the Government, will concern land for development. Mr Heath, as Leader of the Opposition, will have the right of reply in a broadcast tomorrow in which he should also give the first public sign of how he regards his own future as Leader of the Conservative Party. Later in the week Mr Wilson hopes to have talks with the Confederation of British Industry and the TUC at separate meetings, but dates have not yet been fixed. The Cabinet will meet tomorrow. Only a few government changes are likely, and Mr Wilson will probably announce them towards the end of the week. It is expected that Mr Mellish, who has been Labour Chief Whip for six years, will get a new job, probably in charge of housing and development.

Leathrow dispute continues with 175 flights halted today

Alan Hamilton
Our Staff
Tory Airways' domestic European services from Heathrow airport, London, will be disrupted again today after representatives of 3,500 airline crew staff voted yesterday to continue their work-to-rule dispute. The 175 flights scheduled to go out up to 4 pm have also been abandoned. British Airways advised passengers to make alternative arrangements, although many went to the airport to find the supervisors, members of the Association of Scientific, Technical and Managerial Staffs (ASTMS), began their strike on Thursday in support of a claim for a new structure yielding wages of between £200 and £300 a year to bring them into line with other comparable jobs in British Airways. British Airways said yesterday that the strike was a lock-out and that there was no

hope of the work-to-rule being lifted until management allowed the supervisors to go to work. British Airways denied imposing a lockout, all staff arriving for work were being asked if they were prepared to work normally, and if they said no were being sent home. Some staff working normally were being allowed to carry out their normal duties. Mr Edward Mackenzie, the ASTMS official handling the dispute, is to meet British Airways management today to ask them to allow all staff into work; if they agree, Mr Mackenzie will urge the supervisors to lift the work-to-rule so that talks on their claim can proceed. The supervisors, who work at the airline's engineering and maintenance base, decided to continue their action by a unanimous vote at a mass meeting at the airport yesterday at which about 300 of the staff involved were present. British Airways said that flights operated by its overseas division were continuing normally.

West End mail uncollected as workers stay at home

By a Staff Reporter

The 24-hour post boxes in Trafalgar Square were sealed yesterday and all collections within West Central London cancelled when not a single postman, out of a required 150 men, volunteered for Sunday overtime work in the area. As elsewhere in London, the WC2 area is suffering from a chronic staff shortage. There are 176 vacancies for postmen and sorters in a full establishment of 804, a shortage of 22 per cent. In London as a whole there are 3,700 vacancies in an establishment of 27,000, a 14 per cent shortage. There is no special reason why no men volunteered for overtime work yesterday, the Post Office said. Sunday work has always been arranged on a voluntary overtime basis. The men had probably simply had enough overtime work during the week because of the staff shortage. The Post Office hopes to resume collections in the West Central area today. However, deliveries to the 19,000 private and business addresses in Holborn and Bloomsbury will in-

evitably be affected by yesterday's lack of collection. There is already a backlog of 400,000 letters mostly awaiting delivery within the area, though some are on their way to other destinations. Recruitment has been improving in outer London, the Post Office says, but in inner London "the situation is as bad as ever, if not worse." The West End, where postal problems have been much in the news of late, has a 24 per cent staff shortage and the City, EC1-4, is about as bad. A postman's basic wage in inner London is £38.45 a week, including an inner London allowance of £242 a year. The Post Office has just offered all postal workers an increase of £199 a year in the allowance, bringing it up to £441. Outer London postal workers have been offered an increase of £164 on their £118 allowance, raising it to £282. This offer is being considered by London branches of the Union of Post Office Workers, whose executive has recommended its acceptance. A decision is expected by October 30.

Fourth Catholic dead in Belfast

From a Staff Reporter

The fourth Roman Catholic to be murdered in Belfast within 48 hours was found lying in a quarry in the hills to the north of the city yesterday morning. A motorist discovered the body of Clarian Murphy, aged 17, near the main road to Belfast airport, and only 100 yards from the place where Senator Paddy Wilson, a Roman Catholic member of the Social Democratic and Labour Party, was stabbed to death with a woman companion last year. Mr Murphy, of Strathroy Park, Ardoyne, had been severely beaten before being shot repeatedly. In the previous two days, a Roman Catholic was shot in the head in the docks area of Belfast, another murdered in Carrickfergus, and a third was killed by gunfire in the north of the city. A man was charged at Carrickfergus yesterday with the murder of Mr Michael Patrick McKee, aged 19, of Carrickfergus. He was remanded in custody to appear at Belfast Magistrates' Court today.

Angola rebel leader orders suspension of fighting

Lusaka, Oct 13.—An agreement to suspend hostilities in the near future concerning independence for our country, Mr Roberto said. "Above all, the suspension will allow the FNLA to open an official mission in Luanda very soon, and missions throughout Angola later. The possibility of operating legally throughout the territory will enable us to explain our position concerning the white minority, towards which we hold no feeling of hatred or racism."

We want to build a free, prosperous Angola together. He said his only regret was that "our brothers" in the rival Popular Movement for the Liberation of Angola (MPLA) were split by "internal dissension and questions of bureaucratic and administrative procedure that can only benefit the enemies of independence and peace in Angola." He hoped trouble in Angola would not arise from the internal troubles of the MPLA. He

appealed to the FNLA's armed forces and urban commandos to suspend hostilities in the hope that "the Portuguese Government will honour its engagements." Mr Roberto emphasized that he was asking for suspension of fighting rather than a ceasefire, and expressed the hope that suspension would lead to a final ceasefire and total independence—Agence France Presse.

Allez France for Newmarket. Allez France, the winner of the Prix de l'Arc de Triomphe, will run in the Champion Stakes at Newmarket on Saturday. Her owner, Mr Daniel Wildenstein, has reversed his earlier decision to rest the filly for the remainder of the season. He hopes to fulfil his ambition of winning a race in Britain with a horse trained in France. Michael Phillips, page 9

Rockefeller apology for book incident

From Peter Strafford
New York Oct 13

Mr Nelson Rockefeller, the vice-President designate, has now admitted that he knew about the highly derogatory book that was specially written about Dr Arthur Goldberg, his opponent in the 1970 election for Governor of New York State. He said yesterday that he "assumed full responsibility for the whole regrettable incident." He had sent a telegram to Dr Goldberg, in which he offered his "sincere, and unqualified apology," and conceded that he should have stopped publication of the book. This admission by Mr Rockefeller is a reversal of his previous position, and one more damaging factor in his pursuit of approval from Congress for his appointment as vice-president.

On Friday night he released a list of gifts to friends and political associates. They came to a total of \$1,972,078 (£821,657) over the past 17 years. The list of 26 names included Dr Henry Kissinger, the Secretary of State, and Dr William Roman, the chairman of the Port Authority of New York and New Jersey. In his covering letter, Mr Rockefeller wrote: "There was nothing illegal or immoral about either the gifts or the loans. He said that all the gifts had been fully reported to the tax authorities, and had paid on them—a total of \$840,000. "Throughout my life, I have made loans and gifts to friends and associates to assist them in meeting the kind of human pressing needs which all people have from time to time—problems such as severe illness and medical expenses, marital problems, education of children, problems of adolescence, problems of relocation..."

This is not the way things look to suspicious congressmen and others, however, especially in these post-Watergate days. The New York Times comments today: "Rockefeller benefactions to federal officials and to newspaper and magazine writers are aspects of 'private government' more appropriate to Florence in the days of Lorenzo the Magnificent than to democratic America."

Mr Rockefeller seems only dimly aware of the potential dangers that lurk in the inevitable overlaps in the interests of government and of private interests as far reaching as those of the Rockefeller family. So far, the most critical comments have come from Democrats. But even some of Mr Rockefeller's closest supporters are saying that he has much explaining to do. It seems clear that more information will be demanded by Congress on the workings of the Rockefeller interests. Some people in Congress are saying that the list of gifts published on Friday does not give the whole picture. Congressional investigators are trying to find out more about the family's activities as a whole. Even the list of names raises questions. Most of them were either employees of New York State or on Mr Rockefeller's staff when he was Governor.

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Dr Kissinger reaches understanding with Israel on peace steps

From Bernard Gwentman
Riyadh, Saudi Arabia, Oct 13

Dr Kissinger, the American Secretary of State, said today that he had reached agreement with Israeli leaders on "the principles and procedures" that might be followed in the next round of Arab-Israeli negotiations towards a Middle East settlement. In a statement made in Tel Aviv before flying to Saudi Arabia to see King Faisal, Dr Kissinger provided no further details on this apparent understanding reached during talks last night and this morning in Jerusalem with Israeli leaders. However, journalists on board his aircraft were told that the "principles" would provide essentially that any agreement between Egypt and Israel or between Jordan and Israel would have to include further territorial concessions by Israel to the Arabs in return for political moves by the Arabs that would improve Israel's security.

These principles have been stated before by both Israeli and American officials as the logical goals of the next stage of the negotiations. The reason Dr Kissinger publicly declared that such an "agreement" had been achieved with Israel was not so much to state a fairly obvious fact, but to remove doubts in the minds of some Arab leaders that Israel genuinely wanted to negotiate further steps towards a settlement. After reviewing the situation in the Middle East with King Faisal—and it was thought inevitable that American concern about oil prices would also be mentioned—Dr Kissinger was to fly to Cairo. There he will meet President Sadat again tomorrow to discuss the results of his talks in Syria as well as in Jordan and Syria. Dr Kissinger began his seven-day Middle East trip last Wednesday in Cairo.

Although Dr Kissinger has said that he has been "encouraged" by the progress achieved so far on this trip, reporters were told that he had found the situation in the Arab world much more complicated than he had expected when he left Washington last Tuesday night. Several Americans in his party expressed the view that any definite announcement about the next stage of the

talks, and how they would be carried out, would have to wait the meeting in Rabat, Morocco, on October 26 of the Arab heads of state. Apparently, President Sadat, the main political figure in the Arab world in favour of negotiations, wants to secure the endorsement of the other Arab leaders for the next round of talks. Moreover, Jordan must receive the approval of the other Arab leaders before it will engage in negotiations with Israel about the future of the West Bank of the Jordan river, now occupied by Israel. There are those in the Arab world who believe that the Palestine Liberation Organisation is entitled to negotiate about the West Bank. Dr Kissinger may well have worked out preliminary understandings with Mr Sadat and King Hussein, but detailed talks on the substance of the next round will probably have to be delayed.

Because of this likely delay, Dr Kissinger is now contemplating a return trip to the area after his visit to the Soviet Union, India, Pakistan and several other countries, which are due to begin on October 23 and end about November 6. In Jerusalem Dr Kissinger, who seemed recovered from his stomach troubles of yesterday, met Mr Rabin, the Israeli Prime Minister, and other key officials, such as Mr Abba Ezer, the Foreign Minister, and Mr Peres, the Defence Minister. "We discussed what progress can be made towards peace and a settlement in the Middle East," Dr Kissinger said at Ben-Gurion airport before leaving for Riyadh. "We agreed on the principles and procedures that might be followed." He said that "the general tone and content of the discussions were, as I pointed out, harmonious."

At the same time that Dr Kissinger flew to the Saudi Arabian capital Mr Sisco, Under-Secretary of State for political affairs, and Dr Kissinger's chief Middle East adviser, flew to Amman, to brief King Hussein about the talks with Israel. New York Times News Service. Eric Marsden writes from Jerusalem: Dr Kissinger left Continued on page 6, col 4

Mr Ford's popularity hits a record 21-point decline

New York, Oct 13.—President Ford's popularity has slumped a record 21 points since he took office, with only half the country approving his performance, according to a Gallup poll published in The New York Times today.

The decline was the sharpest Gallup had ever recorded in presidential popularity over so short a time. The poll was conducted three weeks after Mr Ford granted former President Richard Nixon a pardon for possible Watergate offences and before he presented his economic programme to Congress. A week after Mr Ford assumed office on August 9, a

Gallup poll showed that 71 per cent of the country approved his performance in office, while three per cent disapproved. In the latest poll, 50 per cent approve, 28 per cent disapprove and 22 per cent have no opinion. The pardon was the chief cause of Mr Ford's decline in popularity, and the nation's economy was another important factor, according to the polling organization. A special poll taken just after the pardon found the public opposed to it by a two-to-one margin.—Reuter, AP. President Ford faces Republican rout, page 7

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HOME NEWS

Mr Powell must win spurs in Ulster before he is given Commons leadership of Unionists

From Robert Fisk

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Ironically, Mr Molyneux, a

local businessman and a senior

member of the Orange Order,

carries the titles of "Deputy

Grand Master of Ireland" and

"Sovereign Grand Master of

the British Commonwealth Royal

Black Institution"—wants Mr

Powell to take over the leader-

ship of the Unionists in the

House of Commons and intends

to telephone to Mr Paisley and

Mr Craig to tell them so.

A decision will probably be

taken when the "loyalist" coali-

tion meets on October 22. The

Unionist leader in London will

be exposed to both press and

television, and several

loyalists believe that Mr

Molyneux would not be

present at the firm public

appearance which their

cause requires; they take the

view that Mr Craig or Mr

Paisley might do the job tem-

porarily.

Mr Molyneux, of course,

believes that Mr Powell would

be the obvious choice for the

post, not only because he is

known in Great Britain but be-

cause he is a privy councillor,

and may therefore increase the

prestige of the other MPs from

Northern Ireland.

The most likely compromise

would be one in which Mr

Molyneux acts as nominal

coalition leader at Westminster,

while Mr Craig and Mr Paisley

make television appearances for

him until Mr Powell has been

fully accepted as a potential

leader by the United Ulster

Unionist Council.

Mr Harry West, the Unionist

Party leader, who was defeated

in Fermanagh and South Tyrone

last week but still holds the seat

in the prorogued Ulster

Assembly, will make no com-

ment about the future leader-

ship of his party at

Westminster.

In Belfast, politicians are ex-

pecting Mr Martin Rees to

return to Northern Ireland today

as Secretary of State for the

province. Three months ago it

was suggested that he would be

replaced by Mr Roy Hattersley,

but Stormont sources were again

dismissing this idea over the

weekend.

They implied that Mr Rees

may well return with exactly the

same ministerial team in the

Northern Ireland office as he

had before, including Mr Stanley

Orme. Whoever is Secretary of

State, he is expected to make an

important policy statement on

Northern Ireland tomorrow.

No public comment on the

election has yet come from the

Irish Government and its only

ministerial statement at the

weekend came from Mr Paddy

Donaghy, the Minister for

Defence, who was talking about

the Provisional IRA.

Mr Donaghy said he thought

that "the battle against sub-

versives in the South was being

won by the authorities. It is a

statement which the British used

to make in the North several

years ago and it hardly squares

up with the escape of 19 IRA

prisoners from Portlaoise jail

earlier this year.

Indeed, only yesterday, Irish

police were searching through a

huge explosives factory at

Enfield in co Meath, because

large quantities of gelignite are

believed to have been taken

from the company's stores.

Sectarian killings, page 4

Details of seats in five late results

ARGYLE

Electorate: 41,514 Feb: 41,444

MacCormack (Scott Nat) 14,587

MacKay, J. J. (C) 11,036

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Mr Heath: hasty move unlikely

Continued from page 1

debating style and no lack of

political flair.

Another disadvantage would

be the delay which would have

to occur between the time that

Mr Christopher was elected

leader and his taking a seat in

the Commons. Some back-

bencher in a safe Conservative

constituency would need to be

persuaded to resign to make

way for him.

This procedure has its prece-

dent in the method adopted to

find a seat for Sir Alec Douglas-

Home when he renounced his

peerage and came into the Com-

mons as Prime Minister in

November, 1963.

It has to be borne in mind

that the Conservative Party has

no procedure for dismissing a

leader; therefore it is assumed

that Mr Heath, if he still wants

clearer indications from the

parliamentary party before he

resigns, will want to wait, per-

haps, until a few days after Par-

liament has assembled for the

election of the Speaker and the

sitting in, on October 22.

According to one Tory MP,

who is anxious for the party to

come to a quick decision, one

way in which backbenchers

could force Mr Heath's hand

would be to refuse to obey the

Conservative whip.

Mr Enoch Powell's position is

now the subject of much specu-

lation. If he has remained in

the party, he would have been a

powerful challenger, even

though the present Shadow

Cabinet would have gone solidly

against him.

Now by becoming an Ulster

voice, he is outside the pale for

influencing the choice of Mr

HOME NEWS

Youth career service faces collapse if unemployment rises

By Tim Devlin
Education Correspondent

The recently streamlined careers advisory service for young people is so short of trained officers that it is likely to break down if there is a rise in the number of unemployed.

The service, for all young people outside the universities, was made the sole responsibility of the education authorities under the Youth Employment Act, 1973, which took effect last April. Previously responsibility had been shared with the Department of Employment.

Mr Ray Hurst, secretary of the Institute of Careers Officers, said that Northumberland, Cumbria and North Tyneside, areas traditionally the worst affected when unemployment began to rise, had not yet been able to set up the service at all because they lacked trained careers staff.

Elsewhere, he said, the service was stretched to breaking point, being at least 400 officers or a fifth under strength on the most conservative estimate. It would be undermanned for at least another four years.

At present each officer had a case load of 400, which could rise to 500 in a year. They could not begin to handle the hundreds of thousands of students in the colleges of higher and further education on day-release courses and at night schools, whom they are also responsible for under the Act.

Mr Hurst told me during the institute's annual conference at Torquay last weekend: "Last year was an artificial year because of the raising of the school leaving age. This meant that a large number of 16-year-olds who would have gone on the dole had to stay on at school."

"This year the position could

be very serious and we will not have the trained staff to counsel these young people to find them jobs, to advise about training schemes, and to keep them out of the streets and away from hooliganism and crime."

Mr Colin Thompson, another careers officer, referred to a warning given by Mr Wilson, the Prime Minister, on election night, that the country was facing the gravest threat of high unemployment since 1931.

Mr Thompson said: "There are already more young people out of work in South-east London than there were at the time of high unemployment in 1971. As soon as unemployment begins to rise it is always the young people, the school leavers and apprentices, who get worst."

Sir Lionel Russell, chairman of the Youth Employment Service Training Board, said that only half the 2,200 careers officers had been given the one-year training course at polytechnics and universities.

This year's output from the colleges would be 300, and would rise to 400 by 1976, and 500 by 1978. But, he said: "This will not really give us much better staffing standards. Although it will bring the force up to more than 3,000, so far as 14-year-olds and over are concerned, the birth rate is still going up, and will not start declining for some years."

Mr Vyvyan Abler, the institute's president, said: "The last Conservative Government fiddled about with the training Act. They did not make up their minds about it until too late."

"They did not give us enough time to get a proper effective service last year. The specialist staff who could now be digging out the jobs and the isolated vacancies in the areas of highest unemployment."

Nursery school grants rejected by councils

By Our Education Correspondent

The high hopes of both Tory and Labour governments of expanding nursery schools are beginning to be dashed by local authorities, particularly those in the counties, which cannot afford to take up their allocations.

Mrs Thatcher introduced a £34m programme in 1971 when she was Secretary of State for Education and Science. That was to make nursery schooling available to half the three to five age group by 1980. The Labour Government, which is carrying on the programme, hopes to improve it further and envisages an £85m programme to extend it to three quarters of that age group.

Last summer, the Department of Education and Science asked local authorities to give details by September of their plans to expand nursery schooling. Few have yet done so.

Kent education authority decided last week to accept only £360,000 of its £1.5m allocation to cover the two years 1974-76. The money will enable it to carry out only one-fifth of its programme for 110 nursery classes.

A spokesman said the authority had calculated that interest charges and the costs of paying teachers to run the classes each year would cost at least another £500,000. Under government orders the rest of the allocation is forfeit, and other authorities are free to take it up.

Somerset is unlikely to take up its £118,000 allocation because it would have to find more than that to pay for teachers and equipment. Hampshire is likely to review its £500,000 allocation. Other authorities which are likely to take up only part of their allocations are Cornwall, Buckinghamshire, Devon and Shropshire.

One chief education officer of a big authority commented: "We are having to jettison everything we can to keep the ship afloat. Unfortunately, nursery programmes are one of the most jettisonable items."

Teachers' pensions: Hundreds of teachers who joined the profession after serving in the last war will have about £200 added to their pensions, bringing them into line with civil servants.

A working party of teachers and employers has agreed that teachers are to have half their war service counted towards their pension at a favourable rate. The agreement applies also to those who have retired.

Previously only teachers who could prove that they had been accepted by a training college before they enlisted could have their war service counted towards their pension.

There is likely to be strong pressure on the Government to include the same terms for the police force, the fire service, and many other local government employees.

Protestant groups discuss ways of stopping the sectarian killings

From Robert Fisk
Belfast

Officers in the Protestant Ulster Defence Association have been holding discussions these past few days to try to find a way out of the latest cycle of sectarian killings in Belfast.

Leaders of the Ulster Volunteer Force, the second largest Protestant private army, have been doing much the same because both are faced by growing internal dissension which has already forced one of the organizations to give a warning that a "Provisional" group of "loyalist" extremists could go on the rampage.

Eight Roman Catholics have died in the past four weeks, almost certainly the victims of loyalist assassination squads, and at least two Protestants have been killed and several others injured. A Roman Catholic priest has been wounded outside his church, a Protestant shot in the head beside a railway embankment, and a Roman Catholic amateur footballer sprayed with gunfire on his way to work in the Belfast docks.

This weekend alone there have been four similar killings. Although the paramilitary leaders publicly condemn the murders, saying that the Protestant and Roman Catholic must live together, the Army and the police suspect that there are men in the UDA and UVF who know full well who is to blame.

Several of the killings are undoubtedly the work of the Provisional IRA, but the security forces believe that the leadership of the Protestant groups are in the anomalous position of publicly condemning, but privately allowing, the assassinations to take place.

Nearly a year ago, the UDA and UVF called a ceasefire in Belfast. It was a truce which could be broken as Protestant districts were attacked but which would, it was hoped, ensure an end to the continuing

sectarian warfare which had haunted Belfast since the summer of 1972, taking the lives of more than 200 Protestant and Roman Catholic civilians.

The Provisionals replied, saying that they would no longer shoot off-duty members of the Ulster Defence Regiment which is almost exclusively Protestant. The UVF sent some of its leading officers to meet Mr David O'Connell, of the Provisional Army Council.

This past month has witnessed the worst series of revenge killings since 1972 and in every incident the killers have been young, sometimes only teenagers. After nearly every shooting, an anonymous telephone caller has told local newspapers that it was the work of some scummiest heard of Protestant extremist group.

Some have said that they were members of the Ulster Protestant action group, others that they belonged to the "Young Militants". In every

case, the official loyalist private armies have been able to deny responsibility and to say that their truce was still intact.

In fact, younger members in their ranks have been chafing for many months at their inactivity, saying that the UDA's and UVF's newly acquired interest in politics has got them nowhere. Indeed, Mr Ken Gibson, the UVF political spokesman, picked up fewer than 3,000 votes in the election last week as a loyalist candidate in Belfast West.

These dissatisfied young men, some of them former members of the notorious Tarran Gang which terrorized parts of East Belfast three years ago, have raised their voices in local meetings of the UDA and UVF. Only this summer, the UVF printed a statement in its magazine *Combat*, saying that it was in danger of a take-over by Protestants who were interested in neither politics nor peace. Some extremists, in fact, thought that they

should show their muscles from time to time, especially after the Provisionals had carried out another action.

After IRA bombings in May, for example, the largest car bomb attack in the history of the British Isles was unleashed on Dublin and Monaghan, killing more than 30 men, women and children. The UDA believes privately that the UVF was to blame and the Government has intervened a UVF officer suspected in planning the bombings.

After the murder of Judge Roger (Bory) Cosghan and Mr Martin McBrearty, the resident magistrate, in Belfast last month, the assassinations started again. There were heated exchanges between the UVF and UDA leadership, not least because one young Protestant gunman opened fire on a van full of workmen, some of whom were thought to be Roman Catholics, but one of whom turned out to be a Protestant UDA officer.

The UDA and UVF appear to have tacitly accepted a continuation of this sectarian campaign, if only to prevent their teenage members from surging power.

The UDA says that it has received indirect word from the Government that no more loyalists will be released from Long Kesh while the sectarian shootings continue. Stormont sources say they know nothing of this, although it would not be surprising if ministers have told loyalist politicians that the murders will have to stop before the gates of Long Kesh are opened.

Who will give way first is a matter of speculation. But in the UDA and UVF are ignorant of the murders, and if they really wish to bring the campaign to an end, then up to now they have possessed much less internal discipline than the public had thought. The IRA, of course, have much less scruple. They long ago learned to talk to the loyalists while killing Protestants at the same time.

1,200-year-old tradition that began in Roman Britain revives to produce wines of quality English vintages, scorned at home, in demand abroad

By Diana Geddes

A repeat order from Paris for a couple of cases of chateau-bottled Hambledon has just come to Sir Guy Salisbury-Jones's vineyard in Hampshire. Orders from France have also been received by a Kentish vineyard. English wine, still the laughing stock of the British public, is increasingly sought after by connoisseurs abroad, especially in the United States, Australia, Canada and Japan.

There are now about 40 commercial vineyards in the country and they tend 385 acres of vines from Lincolnshire in the north to the Isle of Wight in the south, and from Cornwall in the west to Suffolk in the east. Most of them have begun making grape wine within the past five years.

Ten years ago no more than 1,500 bottles of English wine were produced. This year 120,000 bottles are expected and there would have been much more if it had not been for the very wet beginning of July which, in some cases, has halved this year's expected bumper crop. These thousands of bottles are still a drop in the ocean, however, in comparison with the 100 million bottles of British wine produced last year.

There is a whole world of difference between English wine, which is grown, fermented and bottled in this country, and English wine, which is made from an imported grape juice concentrate, and is mostly made into port or sherry rather than table wine. One bottle in five of all types of wine drunk in Britain is a British wine.

Much of the prejudice against English wine is felt to come from its association with the relatively cheap, largely low-quality British wines. English wines, which are mostly a light, dry, white wine although some rose is also produced, are of medium to good quality, selling at £1.20 to £1.80 a bottle.

At a recent meeting organized by the English Vineyards Association at Christie's in London, six unlabelled English wines and six unlabelled white German and French wines in the £1.50 to £2 price range, including many well-known names such as Blue Nun, were presented to wine writers and connoisseurs. Most were unable to distinguish between the English and Continental wines and many placed English wines at the top of their preference lists.

Mr Jack Ward, chairman of the English Vineyards Association, said: "I do not think we shall ever produce a Chateau Latour, but we can produce a good wine. Our climate, awful though it is, is no problem. We can overcome the bird problem, which is bad in England. We can just about absorb the



Mr Graham Barrett and his wife Irene pick Madeleine Angevine grapes at their 10½-acre vineyard near Felstead, Essex. In good years—this has been poor—he can make £900 an acre.

heavy duty imposed by the Government. But it is the acceptance by the public and by the trade that is the really dodgy issue."

English wine is by no means a twentieth-century innovation. It was produced for more than 1,200 years in this country from AD 280, when the Emperor Probus first authorized Britain to make its own wines, until the dissolution of the monasteries in the sixteenth century. All monasteries cultivated vineyards in order to produce communion wine. The nobles had abandoned their vineyards in the twelfth century after the marriage of Henry II to Eleanor of Aquitaine had started a steady flow of claret from Bordeaux to Bristol.

The last war gave many soldiers a taste for wine, and a few experimented with small private vineyards on their return. The first commercial vineyard was opened by Sir Guy Salisbury-Jones in 1952. But it took another decade before others began to realize that there was no good reason why they too should not produce English wine.

Mr Ward says almost anyone can become a viticulturist. An

awful lot is spoken about the amount of sun, the type of soil and the south-facing slope. But those are refinements. There are only two really important things: good drainage and protection from the wind. A vine needs only 150 days of about 10°C during its growing season. It can grow on almost any type of soil, including chalk, as indeed all champagne vines are.

Viticulture is an intensive form of farming. About 2,000 vines are grown to an acre, which produce between two and four tons of fruit, depending on the year. One ton of grapes should produce 150 gallons or 960 bottles of wine. The average size of the English commercial vineyard is small, only about four acres. But on the Continent, where there are many cooperative wineries, they are often no more than half an acre.

Mr Graham Barrett, who owns a relatively large 10½-acre vineyard at Felstead, in Essex, estimates that it costs £2,500 to establish a vineyard during the three or four years before the vines are ready to bear fruit. That includes the cost of the trellis system (15 miles of wire to an acre are needed), netting

for protection against birds, fertilizers and sprays, but excludes the cost of machinery and his and his wife's labour.

His grapes are pressed, fermented and bottled for him by the Merrydown Wine Company or Hiram, Sussex, which operates the only cooperative scheme in England. Mr Barrett then markets his own wine, which retails under the Felstead label at £1.20 to £1.45 a bottle, of which about 40 per cent goes to Mr Barrett. He estimates that he makes anywhere from £200 to £900 an acre, depending on the year's harvest.

Last year's long hot summer ripened the wood well on which this year's flowers were to grow and a record crop was expected by all vineyarders. But the wet weather during the critical flowering period in early July produced coulure or failure of the flower to form fruit. Mr Barrett, who began picking this week, estimates that he has lost a fifth of his crop.

But Mr Nigel Godden puts the toll in his four-acre vineyard at Somersay as high as a half. The popular Muller-Thurgau and Seyval Blanc grapes that he grows were both badly affected by coulure and he expects to produce only 4,000 to

5,000 bottles this year, compared with 10,500 last year. Mr Godden's Tilton Manor estate-bottled wine is reputed to be among the best in the country.

Further east, in Kent, the vines flowered late and Mr L. Bates escaped the worst effects of the wet weather in his 1½-acre vineyard at Nettlestead Green, Watlington. But now he has been afflicted by grey rot or *Botrytis cinerea*, which gives a nasty taste to the wine and may reduce the crop by two-fifths. Harvesting begins next week and it is too late to spray the vines.

The English wine industry is still very much in its infancy, and producers are well aware that they have much to learn. Last year the first experimental research programme into vine-growing in Britain was begun at Wye College. But much more needs to be done. Mr Godden feels strongly that the 23p a bottle duty paid to the Government should go toward setting up an information service for wine producers. No other European wine-producing country pays such a duty to its government, save France, where it amounts to only about 1p a bottle.

Conveyance plan by US firm opposed

By a Staff Reporter

Lord George-Brown's plan to launch a company to promote the American style of property conveyancing in this country was described by a solicitor yesterday as "absolutely amazing".

Lord George-Brown has announced that later this month he will introduce to British Stewart Title (UK), a subsidiary of a big American conveyancing insurance company with headquarters in Houston. He hopes to break the monopoly of solicitors in property conveyancing, a task which lawyers and sellers up to half the conveyancing fees.

He has compared the solicitors' monopoly with the restrictive practices of trade unions, and argues that the Law Society is not above the law and cannot stop his company's operations.

The difference is that the land law system in the United States is much less intricate than here.

To establish land title in the United States you have to go back to the Spanish, French or English occupation, depending on the state. The shortest quest is in San Francisco, where you have to go back to the earthquake. British legislation makes it unnecessary to delve further back than 15 years, unless no suitable title can be found in that period.

Mrs Phyllis Newman, a Portsmouth solicitor who is on the national executive of the British Legal Association, and is an expert on the legal implications of American "title insurance" conveyancing, said yesterday: "Today's news that Lord George-Brown is associated with one of the American companies concerned absolutely amazes us. For anybody to think that dealing with land in this country can be done as in America is crazy."

"The solicitors' monopoly is not like the restrictive practices of the unions, but like the monopoly of the medical profession, where you have got to have professional skill and mutual trust. The American system may seem attractive to a layman, but a lawyer will see the small-print legal pitfalls."

The British Legal Association had a meeting with officials of the Department of Trade last Monday to express concern at the legal perils of the American system.

Mrs Newman said: "We have evidence that far from being cheaper, the American system is dearer, misleading and potentially harmful to the point of being legally dangerous."

Editor's warning of threat to press freedom

The Government's Employment Protection Bill, which is likely to become law within a few months, posed a serious threat to the freedom of the press, Mr Colin Brannigan, editor of the *Star* at Sheffield, said yesterday.

He claimed that the Bill favoured the closed shop, which would force editors to join the same union as their journalists and make them answerable to that union.

"The National Union of Journalists, which claims 28,000 members, has two clear intentions, which will be greatly aided by this Bill," Mr Brannigan told the Young Newspapermen's Association at Torquay.

One was to kill off the minority union, the Institute of Journalists, and establish a closed shop wherever possible. Secondly, he added, the NUJ wanted editors to become full

members and subject to union discipline.

"They dare to call this the Employment Protection Bill," Mr Brannigan continued. "Protection for some maybe, but sheer blackmail for others."

"I submit that, grossly unfair though this Bill may be to an unknown number of workers, it has even more sinister implications for society, because of the threat it poses to editors and press freedom."

Mr Brannigan, aged 37, editor of the *Star* for more than six years, pointed out that he is a former member and branch official of the NUJ.

"I view the union's lurch to the far left with alarm and suspicion," he said. "The left now appears to be in control of the union. If the left have indeed gained positions of power and influence in the movement, as Lord Chalfont, Christopher Mayhew,

Eddie Griffiths and others believe, might not the press be the next logical target?"

Mr Brannigan said two amendments, one affecting the rights of minority unions and the other establishing the right to object to joining a union on religious, conscientious or "any reasonable grounds" were written into the Bill in July after Mr Harold Lever had been wrongly told through the division lobby.

In a government consultative document four weeks ago, he added, it was proposed to repeal the "unwise" amendments and to restore the provisions to their original form.

An associate membership of the NUJ for editors, managing directors and others was abolished by the union on October 1, Mr Brannigan said.

"The new Bill seems to me to mean that if newspaper managements give way to in-

dustrial pressure for a closed shop, pressure to which there will be no legal remedy, the editors will have to be full members of the union."

"Either that, or face the possibility of dismissal by their employers, without the legal right to compensation. An editor could be dismissed because his staff refuse to work with him after a dispute and take strike action costing the employer hundreds of thousands of pounds."

In a closed-shop situation, the editor is a full member of the union, are there not at least reasonable grounds to fear, in the longer term, that he will be subject not only to trade union discipline but to trade union pressure?"

Mr Brannigan added: "Once the editor is a full member of the union, are there not at least reasonable grounds to fear, in the longer term, that he will be subject not only to trade union discipline but to trade union pressure?"

Teachers protest at being left out of allowance

Teachers at East Grinstead are protesting at not being given the £14½-year London cost of living allowance that has been awarded to staff at schools in Crawley, 10 miles away. They point out that council houses are provided for teachers in Crawley, but not in East Grinstead.

Both towns are in West Sussex, close to the border of Surrey whose schools qualify for the extra money. Two Surrey schools, at Felbridge and Baldwins Hill, are within the built-up area of East Grinstead.

Teachers say that schools in the Surrey villages of Lingfield, Dornandale and Blidley are also to be paid more.

The five teachers' associations represented in East Grinstead, the Assistant Masters Association, Assistant Mistresses Association, the National Association of School Teachers, the Union of Women Teachers and the National Union of Teachers, have received complaints and their members are considering drawing up a petition.

Under a three-tier agreement, teachers in Inner London are to get £350 a year more, those in the outer area £267, and those in adjacent areas £141.

Mr James Jones, a member of Mid-Sussex District Council, who teaches at Sackville School, one of two comprehensive in the town, said: "East Grinstead is one of the most expensive areas in the country. It is certainly much cheaper in the town, but very few staff can afford to buy a house in East Grinstead."

West Sussex County Education Authority said there was little it could do to alter the situation. It was bound by the Burnham Committee decisions.

Town takes on new importance as hidden history comes to light

Although Nantwich, a market town in mid-Cheshire is not prominent in many tourist guidebooks it may soon become important for historians and archaeologists. According to Mr Rhys Williams, county archaeologist, three separate but coincidental operations being coordinated by the Cheshire County Council "conservation group and Crewe and Nantwich Borough Council are making Nantwich a very important town well worth further study."

Nantwich is one of the three Cheshire "wyches" mentioned in the *Domesday Book*. The word "wyche" means site of a salt brine works. It has long been believed that that activity went on in Nantwich in pre-Roman times, but there is not much proof.

Building contractors working on the site for a new branch of the National Westminster Bank in the centre of the town recently found pottery fragments, pieces of sandals and other leather wear and animal bones and horns, some identified as second century and indicating the existence of a fortification or castle nearby.

Many items dating from between the thirteenth and eighteenth centuries have been recovered from a 30ft long trench. This week, a party of archaeologists from Manchester University is to make another 12ft deep dig in an adjoining area. Mr Williams believes that the expected discoveries will be of much importance in building up the pre-seventeenth century history of mid-Cheshire.

A detailed survey of the condition of the town's many timber-framed Elizabethan buildings is also being made by the local authorities with a view to drawing up a scheme for preservation and conservation with the

Regional report

John Chartres
Nantwich

help of government funds. Most of the buildings in the old town centre, the whole of which is scheduled as a conservation area, date back to the late sixteenth century. The town was rebuilt after a disastrous fire in 1583. It received a gift of £2,000 from Queen Elizabeth I, and access to free timber in the Delameres forest near by.

Many of the timbered buildings were later "clad" with more fashionable Georgian or Victorian shells. Most of those used as shops have been deserted at ground level with modern and unsuitable frontages, and in many cases upper floors of buildings are left unoccupied and have fallen into disrepair.

About a tenth of the buildings in the conservation area were empty when an initial survey was made and planning officers are constantly finding perfectly preserved timber and wattle and daub walls behind layers of wallpaper and plaster. One planning officer estimated that a third of the buildings in the town centre were basically of Elizabethan timber structure.

A third project attracting interest is the restoration of two sets of almshouses, Sir Edmund Wright's dating back to 1638, and Mr John Crewe's built in 1767. The former, a block of six houses, was provided for poor men aged at least 50, natives of

the town and members of the Church of England pledged against swearing, drunkenness, or the taking of a wife or harlot. It has been moved a quarter of a mile brick by brick and re-erected alongside the latter form a complex sheltered by a wall and ready for occupation by old people next autumn.

Nantwich was originally known as Wyche Malbank. According to Mr George Orme, an historian, it had more than its average share of vicissitudes. Apart from the fire of 1583, it had a plague in 1587 in which more than 140 people died. There was also an outbreak of flux in 1596, introduced by a soldier returning from the Cadiz expedition, "by which a considerable number of people was cut off." A plague in 1604 cost 500 lives. There was also the civil war siege and numerous battles in the surrounding area in the 1640s.

Its post-war years appear to have been less successful. The development of the canal system drew the salt industry away to the north of the county to Northwich. Until the local authorities' conservation programme began to show results, Nantwich wore a somewhat faded and neglected look.

Much brightening up has already been achieved, particularly in the Welsh Row area, named after the Welsh traders who came to deal in salt. Mr Williams, Mr Oliver Bott, chief planning officer and leader of the Cheshire conservation group, and Mr Lawrence McKean, who is making a special study of what lies behind the apparent historic architecture, believe that eventually Nantwich could rival the county town of Chester for historic interest.

Group criticizes prison 'control units'

The latest pamphlet of the Radical Alternatives to Prison (RAP) organization, criticizes the establishment of a "control unit" at Wakefield prison, and the reported construction of another Wormwood Scrubs.

The pamphlet "calls on every organization and individual concerned with prisons to combine their efforts to ensure that the units are closed immediately and that the prison authorities abandon any plans for similar barbarous schemes."

It condemns the secrecy surrounding the control units, and calls for an end to what it describes as "the paranoid application of the Official Secrets Act in prisons."

Nurses want improvement in pay award

By Alan Hamilton
Labour Staff

Dissatisfaction with several aspects of Lord Halsbury's recent 30 per cent pay award to nurses, the biggest in their history, has led one of the principal nursing unions to call a special meeting of members later this month to discuss ways of winning further improvements.

The National and Local Government Officers' Association has said that not only does the Halsbury award fall short of what the union proposed in its evidence to the inquiry into nurses' pay but also that introducing the new pay rates is

causing confusion and difficulties in interpretation.

Lord Halsbury's interim recommendations for nurses and midwives, announced on September 17, include pay increases of up to £20 a week for nurses, and will cost an estimated £170m. The Halsbury committee is expected to propose further improvements in its final report next month.

Union leaders have been meeting weekly with the Department of Health to try to iron out anomalies in the committee's recommendations, but there are still big areas of disagreement.

Nalgo said in a statement yesterday: "Examples of the

kind of problems include the recommendations relating to standby and on-call allowances, where the unit of time on which allowances are based is in dispute. Another problem concerns the interpretation of the recommendations in terms of the effect of long service on annual leave. There are many other points in the report which relate inaccurately to the previous agreement, and these are causing confusion."

The union said it had called the meeting, to be attended by about 300 delegates, to hear its members' views on the award.

Strong pressure is expected for further improvements in pay and fringe benefits to be included in the final report.

WEST EUROPE

Socialist congress strengthens M Mitterrand's position as leader of the French left

From Charles Hargrove
Paris, Oct 13

M Francois Mitterrand has emerged from the two-day socialist congress in Paris this weekend as the unchallenged leader, not only of his own Socialist Party, but of the whole left-wing opposition. His final laid rumours circulating after the presidential election that he might gradually hand over.

He showed himself unruffled by demonstrations of Communist ill-humour since the parliamentary by-elections of last Sunday, and confident that he would lead the wind in its sails.

It is not impossible that decisive political developments may occur in the next few months", he said. He defined the aim of the congress as a pause for examination of our socialist identity.

Held in the ultra-modern setting of a large hotel, the congress aimed to consolidate and promote the progress of socialism throughout France by drawing closer links with the Confédération nationale Démocratique du Travail (CFDT), the second largest trade union organisation, and with the faction of the Parti Socialiste Unifié (PSU) under M Michel Rocard, who was voted out of the leadership last Sunday because of his support of cooperation with the Socialists.

To draw together all the varied strands of the socialist movement, the delegates were offered a "charter of socialism", a long-term blueprint for society. It defines workers' control in industry as the "keystone of democratic socialism", and proposes the creation of a big socialist party cemented on a broad class front by a close coordination between political action and labour struggles.

It is significant that among the 1,500 delegates at the congress, there were a number of former Gaullist ministers, like M Leo Hamon, M Edgar Pisani, and M Jean-Marcel Jeanneney, as well as M Jacques Delors, the personal adviser on labour matters to M Chaban-Delmas, the former Gaullist Prime Minister.

The congress occurs "at a time when the capitalist world faces difficulties such as it has not had in a long time. The coincidence between the awakening and gathering together of Socialists, and the troubles of international capitalism, is not a matter of chance", M Mitterrand said.

"The turning point is drawing closer. I think the present regime is reaching the end of its running. The left is a reality which has gathered strength from the starting point of its union. This union, it is clear, will emerge as stronger from the congress, enriched by a project which

reaches out further than ever into the future."

Turning to the grievances voiced by the Communist Party, M Mitterrand went on: "It is not the Socialists who will disrupt or slow down the progress of the Union of the Left. We do not want to indulge in fruitless polemics, with those who show a certain anxiety or dismay when they see that within the left, things are moving, and tend to make what some people call the relationship of forces develop differently from what they expected."

"Communists must know that we are loyal. All the rest is insignificant." It remains to be seen how M Georges Marchais, the secretary-general of the Communist Party, will react to this cavalier dismissal of his gnawing anxieties.

"We cannot agree", he said again on television on Friday, "when our allies adopt towards us an attitude which, whether one wishes it or not, coincides with that of the Government majority and aims at weakening us."

M Roland Leroy, a member of the leadership of the Communist Party, said pointedly today: "We do not reproach the Socialist Party with reinforcing its position but one can be worried to note that this reinforcement takes place at the expense of the Communist Party."

Leading article, page 15

Lung ailment caused death of Tina Niarchos

From Our Own Correspondent
Paris, Oct 13

Mrs Tina Niarchos, who was found dead on Thursday morning at her residence in Paris, died from an acute oedema (congestion) of the lung. This was the verdict of two French pathologists, Professor Theret, and Dumont, who carried out a post mortem examination on the body of the public prosecutor's wife, at the request of Mrs Niarchos's daughter, Christina. She was anxious to learn the use of her mother's death, her suggestions in some newspapers that Mrs Niarchos had taken an overdose of sleeping pills.

The origin of the oedema will be discovered after toxicological tests; but there were traces of violence on the body and the public prosecutor therefore issued a burial permit.

Spanish party in exile looks to union of forces

From Our Own Correspondent
Paris, Oct 13

The class struggle was a reality, and socialists would achieve power almost everywhere in the world in the next few years, M Francois Mitterrand, the first secretary of the French Socialist Party, told delegates to the thirteenth congress of the Spanish Socialist Party in exile.

It took place over the weekend at Suresnes, west of Paris, in the presence of more than 400 delegates and observers, including representatives of most of the 32 parties belonging to the Second Socialist International.

A message to the congress by Dr Bruno Pitterman, the president of the Socialist International, was read out. Representatives of the socialist parties of Italy, West Germany,

Switzerland and Morocco, and of the Yugoslav League of Communists, proclaimed their solidarity with the Spanish workers' struggle.

"A new socialist strategy should evolve in Europe through the union of all workers", M Mitterrand asserted. He praised the sacrifices of the Spanish people.

On behalf of the executive committee of the Spanish party, Señor Pablo Castellanos, who had come from Spain to attend the congress, insisted on the need for a union of all forces of the left, and on the rejection of all sectarianism in the struggle against fascism.

Señor Garcia Duarte, the delegate of the General Workers' Union, noted that the Spanish Socialist Workers' Party and its organization were independent, but worked on the same lines.



A sculpture in stainless steel, named "Motorists 73", by Karl Schwabach, a West German artist, displayed in the pedestrian precinct of Neustadt an der Weinstrasse.

President Gomes to address UN this week

From Our Correspondent
Lisbon, Oct 13

President Costa Gomes of Portugal will fly to New York on Wednesday. He is expected to speak before the General Assembly of the United Nations.

The same journey had been planned by his predecessor, General Spínola, before his resignation last month.

It is expected that General Gomes will formally present his plans to the Council of State, which must give permission for the President to leave the country, when it meets on Tuesday.

Alert after bomb threat to Fatima shrine

From Our Correspondent
Lisbon, Oct 13

After a bomb scare at the Shrine of Our Lady of Fatima the police and military have been keeping special watch over the pilgrims gathered there at the weekend.

The annual pilgrimage to Fatima on October 12 and 13 to celebrate the Vision of Our Lady to three shepherd children there. The celebrations include an all-night vigil by tens of thousands, a candle-light procession and the blessing of the sick.

Rumours were current also that the huge gathering might

be taken as an opportunity for reactionary forces to cause political disturbances.

The Portuguese Socialist Party in a statement last week said that posters showing the map of Portugal coloured red, had been put up urging the pilgrims to pray for peace in Portugal.

The rector of the sanctuary later issued a statement saying that this was not the first time that pilgrims to Fatima had been threatened with bombs, but so far no attack had occurred. The theme of peace had been set for Holy Year by the Pope.

Norway to explain fishing limit plans

Oslo, Oct 13.—A Norwegian Minister will be visiting five EEC countries, including Britain, this week to explain his country's plans to expand its fishing limits.

A Foreign Ministry official said here that Mr Jen Evensen, Minister of State with responsibility for negotiations on fishing limits, will start his tour tomorrow. He is also visiting Denmark, West Germany, Belgium and France, and will afterwards go on to Moscow.

Mr Evensen will explain a

three-phase Norwegian plan, announced last month, aimed at conserving fish stocks by extending fishing limits after consultation with other states.

The first phase would be the establishment of specific trawler-free zones in some fishing grounds of special importance to inshore fishermen off Norway's north coast.

The second phase would be an agreed extension of fishing limits from 12 to 50 miles between the Lofoten Islands and the Russian border, a distance of some 500 miles.

The final phase would be the establishment of a 200-mile economic zone for coastal states.

After discussions in Copenhagen tomorrow Mr Evensen will be in Bonn on Tuesday, in Brussels for talks with EEC officials on Wednesday, in London on Thursday and in France on Friday.

Mr Evensen will visit Moscow on October 21 and could then go to East Berlin. Talks with Poland, Holland and Sweden are to be arranged later.—Reuter.

Swiss resist move to expel foreign workers

From Alan McGregor
Geneva, Oct 13

Through every channel of mass communication, the Swiss people are being enjoined to reject a proposal in a nationwide referendum next Sunday to send 500,000 foreigners out of the country over the next three years.

In the opinion of the Government, political parties, the unions, businessmen, the media and the churches acceptance would be tantamount to economic suicide besides being morally unjustifiable.

The campaign against acceptance is the most intensive seen on any issue in recent times. It has included a direct appeal to the public by the Government, a step last taken in the early days of the Second World War.

The referendum is being held at the initiative of a small right-wing party, the National Action Against Foreign Penetration and Over-Population, which easily collected more than the necessary minimum of 30,000 signatures required to have a proposed constitutional amendment put to the vote. Under it the permitted total of foreigners in the country would be 50,000. At present there are 1,100,000 in a population of 6,400,000.

The proportion of foreigners in each canton would not exceed 12 per cent, except for Geneva, which would be allowed 25 per cent. The reduction in the present total would have to be effected between now and January 1, 1978.

However drastic this may seem in human as well as economic terms, the National Action group has not dropped suddenly out of the sky. In June, 1970, a referendum on the same question almost produced an affirmative: 537,517 votes for and 654,844 against.

That referendum was sponsored by the National Republican Action Movement, headed

by Mr James Schwarzenbach, of which the National Action Against Foreign Penetration was originally a breakaway faction. While continuing to advocate the merits of Switzerland for the Swiss with the same vigour, Mr Schwarzenbach also regards the present proposals as too extreme.

He has said that they would imperil "the values that must be preserved, the very existence of small and medium-sized enterprises, security of employment, our relations with other countries and Switzerland's good repute".

He added that the Swiss Government would be obliged to violate the country's own laws and to have recourse to force in overcoming resistance to the expulsions. . . . transposing our democracy overnight into a police state comparable to those totalitarian regimes that we all abhor."

In affirming that he will vote against the proposal, Mr Schwarzenbach has also made it plain that if they are rejected his party will put forward its own suggestions for a further referendum.

Mr Valentine Gehlen, the leader of the National Action group, summarizes its views in this way: "Switzerland is a country with limited resources which cannot accommodate uncontrolled demographic growth. . . . The ship is overloaded."

The National Action group tells them: "With 37 per cent of workers foreign nationals, there is a dangerous dependence on their countries of origin. A million foreigners have represented a 31 per cent increase in the population over the past 20 years."

"Switzerland, already overcrowded with a population density 10 times that of the United States, a country of immigration par excellence, has had to contend with an immigration rate 46 times that of the United States."

Geneva meeting told of S Vietnam tortures

From Our Correspondent
Geneva, Oct 13

Six former prisoners in South Vietnam were unable to attend a hearing organized in Geneva, today by the Swiss section of the Stockholm Conference on Vietnam, because they had been refused visas. Instead their amplified voices were relayed by telephone from Paris.

The committee of the Stockholm conference held a special

meeting presided over by Mrs Anita Gradin, a Swedish member of Parliament. Three of the former prisoners were from the Provisional Revolutionary Government (Vietcong) and the others were members of the South Vietnam "third force".

One of the latter, Vo Nhu Lanh, a sociology student, in a statement that was read out, gave details of torture endured during 14 months

Graduation Day

The excitement of the great day can be quite intense, particularly after maybe months of waiting. And whether

the honour has been yours or not, the company or is unashamedly self-reverent, the pleasure and sense of achievement is the same.

There is nothing quite like a Jaguar, and as other cars offer the same combination of superb engineering,

and a proven legendary value. Once you have driven one, nothing less will ever do.

On graduation day, you can be proud to be a member of the elite in the rarefied world of fine cars. There are no letters more worthy than XJ.

OVERSEAS

Surprise resignation of Watergate special prosecutor seen as an implied criticism of Nixon pardon

From Patrick Brogan
Washington, Oct 13

Mr Leon Jaworski resigned as Watergate special prosecutor yesterday, saying that the main work of his office was now completed, and that his staff could deal with the trial and appeals still to be undertaken.

The jury which will hear the Watergate cover-up trial was sequestered on Friday, and this was the cue for Mr Jaworski's resignation. Mr Richard Nixon cannot be prosecuted because he has been pardoned by President Ford and there are no other major cases being prepared in which Mr Jaworski was involved.

The special prosecutor's office has still a number of matters under investigation but none of them has the importance of Watergate.

Mr Jaworski insisted that his resignation had no connection with doubts about the legality of the pardon of Mr Nixon, but he conspicuously refrained from denying that he was resigning because of the pardon. There were many rumours in Washington when Mr Ford made his announcement that the special prosecutor was outraged, and about to resign in disgust, as one of his assistants did, but they have never been confirmed.

In his letter of resignation to the Attorney-General, Mr Jaworski said that he rejected suggestions that the legality of the Nixon pardon should be tested in the courts. "I think it proper that I express to you my views on this subject, to dispel any thoughts that there may be some relation between my resignation and that issue."

"For me to procure an indictment of Richard M. Nixon for the sole purpose of generating a purported court test on the legality of the pardon would constitute a spurious proceeding in which I had no faith. In fact, it would be tantamount to unprofessional conduct," Mr Jaworski also said that it would be intellectually dishonest to question the legality of the pardon, because he was convinced that it was legal.

This probably ends the debate on the pardon. Some legal authorities and members of Congress have suggested that Mr Ford's authority to pardon his predecessor was questionable, and ought to be tested in the courts. They suggested that this might be done by the special prosecutor bringing an indictment and seeing how the courts treated it.

Doubtless the question will be examined by the House of Representatives subcommittee, which is questioning the President on the issue on Thursday.

However, it is quite clear that in one sense Mr Jaworski has resigned because of the pardon: he would otherwise have stayed in office to prosecute the former President. The fact that nowhere in his letter does he suggest that he agreed with the



Mr Leon Jaworski: Main work now completed.

When the President complied, he was forced to publish the text of one of them which proved his complicity in the cover-up, and he had to resign three days later.

Mr Jaworski's departure is something of a blow to President Ford. It is a reminder of unhappy events and will be taken as an implied criticism of the Nixon pardon. The President's spokesman said yesterday that Mr Ford will now consider who should succeed him.

pardon, or even that he took no exception to it, suggests at the very least that his enthusiasm for Mr Nixon's escape is less than total.

The suddenness of Mr Jaworski's resignation comes as a surprise. The first suggestion that he might be about to go was heard on Friday the day before his imminent departure was announced. The resignation will take effect on October 25 and he has recommended that Mr Henry Ruth, his deputy, should be his successor.

Mr Jaworski was appointed special prosecutor last November, in the wake of the sudden dismissal of Professor Archibald Cox as prosecutor and the forced resignation of Mr Elliot Richardson, the Attorney-General, and his deputy. All these were casualties of an attempt by President Nixon to stop his secret tape recordings from falling into the special prosecutor's hands.

Mr Jaworski is a lawyer from Texas, who was a former associate of the late President Johnson. If President Nixon hoped that his links with the establishment would lead him to tread more gently than Professor Cox, he was mistaken. Mr Jaworski's greatest triumph was winning the unanimous Supreme Court ruling last July that Mr Nixon must hand over his tapes.

When the President complied, he was forced to publish the text of one of them which proved his complicity in the cover-up, and he had to resign three days later.

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Smiles as Dr Kissinger ends his talks in Jerusalem. Mr Rabin, the Israeli Prime Minister, is on his right.

Anti-Kissinger demonstrations in Israel

Continued from page 1

Israel for Saudi Arabia a little earlier than expected and it was disclosed that he is not planning to return after his talks there and his further visits to Cairo and Damascus.

There is, indeed, little point in further discussions at present, as no definite proposals appear to be under consideration, and the Secretary of State regards his mission as mainly exploratory.

Throughout his visit noisy demonstrations were held opposing withdrawal from the West Bank and small groups of fanatics were today still asserting the right of Jews to settle anywhere in the area. The protesters were mostly religious militants, not representative of Israelis as a whole. Some were Americans not yet committed to settling in Israel.

The fact that a crowd of

7,000 demonstrated against Dr Kissinger yesterday shows the sharp contrast in the atmosphere since his previous visits to Israel. His stature diminished by events in Cyprus and his apparent loss of support at home, he is now openly disliked where he was previously merely suspected.

Dr Kissinger is believed to be taking back to Arab capitals a slightly modified version of Israel's offer to consider further territorial withdrawals—at least in Sinai—in return for some show of "non-belligerency". Israel may be willing to accept less than a formal statement of non-belligerency, perhaps in the form of a specific measure such as access for its ships to the Suez Canal.

The Gulf on territorial issues remains wide, even with Egypt, which is seeking the return of the Abu Rodeis oilfields in the occupied West Bank of Jordan and most of his colleagues are adamantly opposed to this.

They are also sticking to their refusal to make a further withdrawal on the Golan Heights.

In response to warnings that Syria may not renew the mandate of the United Nations disengagement troops, they take the view that this is up to the Syrians, confident that they can withstand any attack from Damascus.

Dr Kissinger is understood to have pressed on the Israelis the Egyptian anxiety for a resumption of the Geneva talks in some form. This finds little favour in Jerusalem, and is seen as an attempt by President Sadat to keep his options open with the Soviet Union, which is reluctant to let Dr Kissinger maintain his dominance of Middle East diplomacy.

Jerusalem, Oct 13.—Almost all the young Israelis who tried again today to settle illegally in the occupied West Bank of Jordan were removed by police and soldiers.

After last week's unsuccessful attempts, about 100 members of the National Religious Party set out early today to establish a new Jewish settlement north-east of Jericho despite a Government ban.

Soon after the young people reached their destination, Israeli troops started to round them up and send them back to Jerusalem in buses especially brought in for the occasion. They were all taken to the city's main police station where their names were noted.—Reuters.

Moscow, Oct 13.—Mr Fahmal, the Egyptian Foreign Minister, fresh from a meeting in Cairo with Dr Kissinger, flies into Moscow tomorrow for what Arab officials say will be three days of intensive discussions.

His main aim will be to prepare the way for a summit meeting between President Sadat and Mr Brezhnev.—Reuters.

Papua protest leaders call general strike

Port Moresby, Oct 13.—Crowds shouting for a black revolution in Papua-New Guinea and the resignation of Mr Michael Somare's coalition government, marched through the central market here yesterday.

Some of the country's leading political figures led a mile march.

Later, organizers called for a general strike next Monday aimed at crippling Port Moresby. "We hope the next demonstration will be much bigger and worse", one said.—Reuters.

US Treasury chief in Moscow for talks on grain

Moscow, Oct 13.—Mr William Simon, the American Treasury Secretary, arrived in Moscow today to promote business ties with the Soviet Union and hold talks at the Kremlin about a controversial grain deal.

The Secretary, who was greeted at Moscow's Sheremetyevo airport by Mr Nikolai Patolichev, the Foreign Trade Minister, and Mr Vladimir Alkhimov, the deputy Trade Minister, said a prime objective of his visit was to discuss a decision by President Ford to block a \$500m (about £217m) grain sale to Russia.

He carried no instructions on grain and did not know if he would renegotiate the contracts in terms more favourable to the Americans during his four-day visit. When asked whether he thought the sale would eventually go through, Mr Simon replied: "It would be premature to comment on that."

President Ford blocked the sale of 3,500,000 tons of corn and wheat because of a disappointing American harvest and the prospect of higher food prices. White House officials said.—UPI.

Scottish driver is winner of Australian rally

Sydney, Oct 13.—Andrew Cowan, the Scottish rally driver, and John Bryson, his Australian navigator, won the 1974 Total International South-east Asia Rally yesterday in a Mitsubishi Lancer. They lost only 209 points.

This is Mr Cowan's fourth win in the event. Joginder Singh, the East African Safari winner, with Garry Connolly, of Brisbane, came second, also in a Lancer, with 272 points.

P & O plea to Canberra in dispute with unions

From Our Correspondent
Melbourne, Oct 13

The British-based company P & O (Australia) Ltd tonight asked the Federal Government to intervene in the dispute between the company and the maritime unions which have placed a ban on the cargo ship Wild Advertiser (9,500 tons). The company sent urgent telegrams to Mr Whitlam, the Prime Minister, Mr C. R. Cameron, the Minister for Labour, and Mr C. K. Jones, the Minister for Transport.

The company also proposes to bring the matter before the royal commission investigating payments by ship owners to maritime unions on the ground that the seamen's demand for \$434,000 (about £20,000) before the Wild Advertiser is allowed to sail from Melbourne is contempt of the commission.

Mr D. A. Hartley, manager of the company in Victoria, said today that the Seamen's Union had refused to supply cogs to help the ship to leave Melbourne until the 30 British seamen on board were paid the sum demanded—the difference between Australian and British rates of pay.

He added that the ship-owners believed the vessel was legally carrying cargo on the Australian coast under a permit issued by the Minister

for Transport. The owners therefore had no intention of making the payment.

The ship was due to sail at the weekend but the union ban, strong winds and a crowded port have caused an indefinite delay to its departure.

Among the union's aims in the dispute, besides getting the payment, are to press for a widening of the terms of the royal commission to include an examination of the entire shipping industry and to have the coastal shipping permit system reviewed.

Under the present system, a foreign-owned ship operating within the Australian coastal trade needs a special permit from the Federal Government. The unions maintain that too many permits have been issued instead, of encouraging the development of an Australian-run merchant navy.

Mr Roger Wilson, the assistant secretary of the Victoria branch of the Seamen's Union, said today that if the Wild Advertiser sailed without tugs and without meeting the request from the British crew for extra money, the P & O shipping line in Australia would face a national ban from the maritime group of unions. He added that seamen on the Wild Advertiser were paid about £25 a week, only one third of Australian seamen's pay.

Alabama fugitives kill man in radio station siege

Montgomery, Alabama, Oct 13.—Three armed black men killed a former policeman and seized a radio station here yesterday before surrendering. Two other people were wounded in the three-hour attack.

The shooting began after a chase which ended when police crashed into a car carrying the three men. A police spokesman said the police officers believed that the men might have been involved in a robbery here earlier in the week.

After the crash the three jumped from their car and started firing. A retired policeman, Mr Mark Ford, 49, was killed by a shotgun blast, was killed by a shotgun blast.

The three dashed into the radio station building and seized

the visiting son of an announcer as a hostage. The son was released about two hours later as the three were broadcasting appeals for a "black revolution".

Scores of police, sheriffs' deputies and Alabama state police surrounded the building. The men later came out without further trouble.

The other two casualties were Mr Alvin Farham, a bystander, who was struck on the face and hand with a machete, and Miss Gloria Glimmer, said to be an employee of the radio station, who was shot in the head. Mr Farham's condition is said to be serious, while Miss Glimmer's condition was reported as "fair".—Reuters.

Iraq propaganda leaflets are dropped in Iran

From Our Correspondent
Tehran, Oct 13

While reports are coming in from the United Nations about the meeting between the Iranian Foreign Minister and his Iraqi counterpart, more border clashes and air violations have been reported here.

On the last four days the Iraq Air Force has repeatedly violated Iranian air space at Piranshahr Point, distributing anti-Iranian leaflets.

Mr Clerides attacked for tolerating coup leaders

From Our Correspondent
Nicosia, Oct 13

Mr Glafkos Clerides, the acting President of Cyprus, came under fierce attack today for tolerating Eoka B underground conspirators in key government positions, instead of prosecuting them for participation in the coup that deposed President Makarios in July.

The attack in the pro-Makarios Sunday newspapers replied to a lengthy statement by Mr Clerides yesterday explaining why he has so far taken no action against the authors of the coup. Such a move, Mr Clerides said, "would certainly have led to civil war."

He appealed to the Greek Cypriots for aid as this was the only weapon at their disposal at a time when 40 per cent of the island was under Turkish occupation.

He explained that "the immediate arrest, court martial and execution of most of the National Guard officers would have been criminal folly" in view of the Turkish invasion five days after the coup.

Mr Clerides alleged that the coup had been "carried out on the instructions of the then military government in Athens."

"It would have been incontestable to have hurriedly prosecuted those who carried out the coup in Cyprus at a time when the brains behind it were outside the island" and could not be brought to trial in Cyprus.

He was not himself able to grant an amnesty, as this fell

Order says Greek poll must be free

From Our Correspondent
Athens, Oct 13

Mr Constantine Karamanlis, the Prime Minister, has issued instructions to all government officials, civilian, police and military, to ensure that in next month's general election conditions exist "for the Greek people to exercise their sovereign rights freely and uninfluenced."

He added: "I am determined to secure for the Greek voters the right to decide for themselves, through their vote, their government and the country's future."

As the campaign for Greece's first general election for more than a decade gains momentum, Mr Karamanlis is accused of having called the election prematurely.

While he has emphasized the necessity of an elected government to deal with the nation's domestic and international troubles, his opponents claim that the election next month does not give them enough time to organize their campaigns.

Indication of the extent of the changes in Greece since the collapse of the military dictatorship two and a half months ago are the recent demonstrations in which thousands of people marched through central Athens carrying banners bearing slogans such as "No to an electoral coup, no to a new fascism, no to elections on the 17th."

The demonstrators, many holding hammer and sickle signs, were highly disciplined by their organizers. The marches went off peacefully, if not quietly, without clashes with the police.

However, the large demonstration held in Athens on Friday night prompted Mr Selas Ghikas, the Minister of Public Order, to remind the public that "the tolerance shown by the state should not be misinterpreted as lack of power."

He said that under the electoral law, political campaigns meetings would be allowed to proceed and each party would be allowed to hold an outdoor rally in the main cities.

Mr Ieros Garofalakis, the former minister whose new National Democratic Union Party appears to have become a rallying point for the right and some followers of the junta, said today that the referendum on the monarchy should come before the elections rather than after.

In an interview given to the Athens newspaper *Eleftheros Kosmos* (Free World) Mr Garofalakis described Greece's withdrawal from the military side of NATO as "incalculable" and said that national interests demanded an immediate return to the alliance.

Mr Clerides's reluctance to move against the Eoka B men, many of whom are now roaming the countryside, is seen by a number of Greek Cypriots as a deliberate move to maintain the terrorist underground in being in order, to make the projected return of the Archbishop to Cyprus to resume the presidency more difficult. Eoka B is threatening openly that it will fight again if need be to prevent the return of Archbishop Makarios.

The communist *Haravi* called for a purge of the police of Eoka B supporters. The people of the island must have confidence in a force if this includes in its ranks persons with a criminal past, who had led a coup and "continue to believe in the historic necessity" of the tank attack on the presidential palace.

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Magnate ran successful Nobel prize campaign

Tokyo, Oct 13.—A Japanese construction magnate, Mr Morinaka Kajima, said today that he organized a successful 14-month campaign to secure the Nobel Peace Prize for Mr Eisaku Sato, the former Japanese Prime Minister.

"I thought it was just about time to get the prize for a Japanese, whose country has pursued peace under the no-war constitution rejecting nuclear arms," said Mr Kajima, chairman of the construction firm Kajima Corporation and founder of the Kajima Peace Corporation.

Mr Kajima confirmed that Mr Toshikazu Kase, aged 70, former Japanese delegate to the United Nations and president of the Kajima Peace Corporation, played a major part in the effort. He noted that many members of the Nobel Prize Committee were former United Nations representatives. Mr Kase also translated the speeches into English.

Mr Kajima said that Dr Kissinger, the American Secretary of State, had at first been willing to write a recommendation for Mr Sato, but declined after assuming office in September last year. However, Dr Kissinger, last year's joint peace prize winner, did send two aides to Tokyo to proof-read documents to be submitted to the Nobel Prize Committee.

Prof. Arnold Toynbee, the British historian, wrote a letter of recommendation. "Mr Sato himself was least enthusiastic when I started the campaign a year ago," Mr Kajima said.

The Post reported that Mr Kase undertook a two-month trip to about 10 nations last August in his capacity as Foreign Ministry adviser, during which he advanced Mr Sato's cause.

Diplomatic lobbying continued through the spring and summer and several weeks before the award, Mr Kase visited Norway and talked to members of the Nobel committee, the paper said.

All this was done in secrecy, which according to the backers in Tokyo is a requirement of the awards committee.

Mr Kajima said today that he had failed three times to get a peace prize for Mr Shigeru Yoshida, former Japanese Prime Minister. He also failed in backing Mrs Kaoruko Hatoyama, widow of Mr Ichiro Hatoyama, another former Prime Minister.

Most of the world was surprised at Mr Sato's winning the award, and Japanese leftists

regarded it as ironic that the prize announcement followed testimony that United States Navy ships had not unloaded nuclear weapons before entering Japanese ports, as they had supposedly been doing during the leadership of Mr Sato and others.

In Oslo, Mr Tim Grove, director of Norway's Nobel Institute, said it was quite normal for campaigns to be launched in support of Nobel Peace Prize candidates.

"There is nothing unusual about a publicity campaign in support of a Nobel candidate," he said. Mr Grove confirmed that Mr Kase had visited him and given him a copy of a book in English, containing a selection of Mr Sato's speeches with an introduction written by a short writer.

"There was no reason to reject him; such visits by supporters are quite normal," Mr Grove said, adding that he hesitated to say that such activity could be termed pressure on the committee.—Reuters.

Leading article, page 15



The Times Awards for the best advertisement of a company's results to appear in 1974

PANEL OF JUDGES

The Times is pleased to announce that the following members of the business community have kindly agreed to act as judges of the entries for The Times Awards.

| | |
|----------|--|
| Chairman | Lord Shawcross, Chairman of the Panel on Takeovers and Mergers. |
| Members | Michael Belmont, Cazenove and Company. Anthony Everett, Bider Hamlyn Singleton Fabian. Edgar Palmountain, The M & G Group. Sir Paul Reilly, Director of The Design Centre. Hugh Stephenson, Editor of The Times Business News. |

Each member of this panel has been chosen for his knowledge of a particular discipline which relates to this specialized form of communication.

Perhaps the most striking change in financial advertising in recent years has been the increasing clarity with which a company's results are presented. However, much remains to be done and it is to

encourage further progress in this important field that The Times has decided to sponsor a number of awards for the best example of the advertising of a company's results to appear in 1974.

The conditions of entry are set out below and companies are invited to send their entry at any time during this year.

Conditions of Entry

All entries are free but must have appeared in the pages of The Times Business News during 1974. The following are the categories in which awards will be made:

- 1 Colour. All sizes.
- 2 Black and white. Half page or larger, or equivalent.
- 3 Black and white. Less than half page or equivalent.

First, second and third prizes will be awarded in each category.

Entries will be accepted throughout the twelve month period 1 January—31 December 1974 and

should take the form of art prints mounted on board, with a clear indication of the category in which they are to be judged. They should be sent to:

Michael Mander,
Advertisement and Marketing Director,
The Times Awards,
The Times, New Printing House Square,
London WC2X 8EZ.

Presentation of the awards will be made at a dinner given by The Times at the conclusion of the competition.

OVERSEAS

Plan to partition SW Africa would divide territory into independent black and white states

Our Correspondent
Johannesburg, Oct 13

A plan to partition South-West Africa into an independent black state and a number of independent or semi-independent white states is being proposed by Mr Janne de Wet, Pretoria-appointed Commissioner for the Indigenous Peoples of South-West Africa, according to the Johannesburg *Day Times*.

His plan also allows for the 100,000 people of Ovambo, the largest ethnic group in the territory, linking up with 120,000 Ovambos across the border in northern Angola, forming an independent state, detaching themselves from the West Africa.

The newspaper quoted Mr de Wet as saying at Oshakati, the Ovambo capital near the Angolan border: "The border was artificially drawn and it cuts across families. We won't stand their way over this and I don't see how the Angolan Government can object if both the Ovambos agree that they want to unite. The area involved on the Angolan side is about 10,000 hectares (about 5,500 miles).

Mr de Wet emphasized that plan had been drawn up in

his personal capacity. It goes considerably further than recent statements by South Africa's ruling National Party that ethnic leaders in South-West Africa should convene and map out a road to self-determination for the territory.

The call for roundtable talks among ethnic leaders has been largely rejected by black political chiefs. Chief Clemens Kapu of the Herero tribal group, which represents about 3 per cent of the indigenous population, has said: "Effectively the delegates would be debating on tribal lines. They would be private individuals many of whom had yet to show that they have the support they claim from their respective ethnic groups."

Thus Mr de Wet's plan should be seen in the context of a move to get the roundtable talks going. It should also be seen—so far as the suggestion that Ovambo might be allowed to secede is concerned—as a ploy to persuade Swapo (South-West African People's Organization) to drop its threatened boycott of a general election in Ovambo next January.

The last election there, just over 12 months ago, was a fiasco in which less than 3 per cent of eligible Ovambos bothered to

vote so that a pliant leadership of elders, which support the South African Government, was elected. In Windhoek last week Mr A. Johannes, Swapo's general secretary, said that "when the time arrives" the movement would call on supporters to stay away from the polls again.

Swapo, which is the dominant black political group in South-West Africa, completely rejects the South African Government's separate development policy, saying that it wants independence for South-West Africa as a whole.

Mr de Wet clearly believes that if the Swapo-dominated Ovambo were allowed to go their own way, the chances of other groups forming a workable confederation with South Africa would be much greater.

It is being rumoured in South-West Africa that the Ovambos will be offered an autonomous enclave—some of the rich copper country around Tsumeb—to encourage them to seek autonomy.

Mr de Wet claimed that a unitary system of government for South-West Africa would be unworkable because the interests of minority groups would not be protected. Similarly, a federation would be too rigid.

Rhodesia 'approaching a watershed year in 1975'

Our Correspondent
Lusaka, Oct 13

Timothy Gibbs, President of the Rhodesia Party, has called for a properly-constituted settlement conference to be held in Rhodesia to face all shades of political opinion.

He told 150 delegates to the annual congress of the party in Lusaka that the coming year would be the watershed in Rhodesia's development as a nation.

We have two choices, he said. We can resist change like Canute and ultimately lose, or we can participate in change and change to our advantage the advantage of capital and a Western way of life.

Mr Gibbs said the Rhodesia Party had a duty to expose the "dark side" of Rhodesian society, instead of allowing the tribal lands to be called havens of the unemployed who must be exposed for the depressed

economic areas they are, dragging down the economy as a whole by their lack of productivity.

Referring to a possible constitutional conference on the settlement issue Mr Gibbs said he could not agree to the call of the African National Council (ANC) for a neutral venue and neutral chairman. This was a Rhodesian problem and the venue should obviously be in Rhodesia. The chairman should be chosen from within Rhodesia by the participants. Those people who had to date refused to attend would have nothing to lose by reconsidering and attending the conference.

Asked afterwards if he had in mind representatives of the black nationalist organizations Zanu and Zanu attending, he said they also had a point of view that was relevant to the Rhodesian scene.

In an obvious reference to Mr Smith, the Prime Minister, and Bishop Abel Muzorewa, the ANC leader, Mr Gibbs said: "Recently the two principal players in the political arena have indulged in rather negative acting which has achieved nothing for this country and, in fact, is only helping to polarize the two major racial groups which will prove to be the ultimate disadvantage of the whole country."

Officer handed over by Ethiopian troops

Addis Ababa, Oct 13.—Troops of the Imperial Bodyguard have handed over to the military Government one of their officers accused of attempting to create dissension in the ranks, it was announced in Addis Ababa today.

The officer, Captain Demissie Shifferaw, was chairman of the bodyguard's revolutionary sub-committee.

The English-language newspaper *Epoch*, which is thought to reflect the views of the military Government, said today that "there is plenty of time for returning to civilian rule". A democratic government at present would be meaningless in the absence of economic and social justice—Agence France-Press.

Karpov holds his chess lead

Moscow, Oct 13.—The Soviet grandmasters Anatoly Karpov and Viktor Korchnoi last night played another draw in the eleventh game of their playoff series for the right to meet Bobby Fischer of America for the world chess title.

The draw was agreed after 80 moves in the longest game in the series. The result left Karpov in the lead with two wins.

Mr Bhutto out to end Baluchi hostility

From Our Correspondent
Rawalpindi, Oct 13

Mr Bhutto, the Prime Minister of Pakistan, arrived today in Quetta from Lahore on what is regarded as a crucial visit to Baluchistan where the central Government has been confronted by tribal hostility for more than a year.

The Prime Minister promised an important announcement on Tuesday.

He ended a five-day visit to the North-West Frontier Province last week, during which bomb explosions killed two people, injured 35 and disrupted the supply of natural gas to Peshawar City for more than 24 hours. The latest explosions took place at a cinema in Islamabad and outside the entrance to the city's Hotel Intercontinental, where an Asian hockey team stayed during its tour of Pakistan which has just ended.

Mr Bhutto's visit to Quetta takes place amid reports of a rift in the main Baluchistan opposition party—the pro-Moscow National Awami Party—and only two days before the expiration of the Government's offer of an amnesty to hostile Baluchis.

Afghanistan has been accused of stirring up trouble in Baluchistan and the North-West Frontier Province. At the same time, press comments have hinted at the Soviet Union's support for Afghanistan in its belligerence towards Pakistan.

Meanwhile Pakistan and India are taking yet another step towards the normalization of their relations by reopening postal and telecommunications facilities on October 17.

Prince Charles joins in a barbecue lunch

From Our Correspondent
Melbourne, Oct 13

Prince Charles arrived in Canberra yesterday to begin an 18-day visit to Australia's eastern states and Tasmania. He was greeted by Sir John Kerr, the Governor-General, Mr Rex Connor, the acting Prime Minister, and a cheering crowd of about 500.

He drove to Government House, where he will stay while in Canberra. Today he attended St John's Church in the morning with the Governor-General, a steak and kebab barbecue at lunch and in the evening he dined with Mr and Mrs Whitlam at the Prime Minister's official lodge.

Mr and Mrs Whitlam had earlier arrived back from a tour of North America and the Pacific. Mr Whitlam will leave again in two months' time for a tour of European countries.



IN GOD'S NAME DO SOMETHING

An appeal to the World Council of Churches

"In camps across north-central Africa, 1.5 million men, women and children are leading a brink-of-death existence. They are refugees from the great drought that has scourged 16 African nations for several years. At best the camps provide the barest food and health care; at worst, they are hell holes. But the Africans who inhabit the camps are, in a way, the lucky ones. Another million Africans have already died of hunger and disease. Five to 10 million more are starving in the African bush or the slums of drought-area towns."

This is how *NEWSWEEK* described conditions in Africa in August this year. Three months earlier, *TIME* also warned that famine is rampant in Ethiopia, the African nations of the Sahel (Chad, Mali, Mauritania, Niger, Senegal and Upper Volta), Gambia and in areas of Tanzania and Kenya. Said *TIME*: "The Sahel's flat savannas, which once supported the blue and black-robed Tuareg and Fulani warriors are now empty, save for the thousands of reddish brown mounds that mark the graves of those who starved. At least 100,000 have died." According to *TIME* some emaciated nomads in Chad were begging U.N. officials not to send medicines, "pleading that death from diphtheria was quicker and hence easier than the slower death from starvation".

While these two leading news magazines shed light on Africa's starving millions, the World Council of Churches gives financial aid to political causes in Southern Africa. Instead of donating its funds in this way, would it not be more in keeping with the tradition of the World Council of Churches to tackle the immediate problem of starvation which exists on a gigantic scale?

Africa needs grain not guns, bread not bombs. In God's name let's save lives not take lives in Africa.

The Club of Ten
P.O. Box 4AA
London W1.

Logged pen set Canberra as 'a disaster'

Our Correspondent
Melbourne, Oct 13

Mr Anthony Eggleston, the press secretary and aide of Sir Robert Menzies, said today that the "bugging" device in the Prime Minister's office in Parliament House in Canberra was a disaster.

He said: "I suggested a be installed to record conferences and Harold agreed. The commercial we called in during the night of 1966 suggested the device so that Harold did not have his desk cluttered up with a microphone. The device installed was a pen with a 'bug' inside it and tape recorders on a shelf in the private secretary's office door."

But the bug proved a disaster. Harold never could use it. It was so realistic it kept ripping it out of its case. It was so much trouble it fixed up all the time eventually we had a plug-in microphone installed in its place."

Mr Eggleston had never involved in using the device for anything but providing a transcript of press conferences. As far as he was concerned no one had been taped as he was aware of it. Mr Menzies is now a senior minister to Mr Snedden, the Liberal Party leader.

Mr William McMahon confirmed the existence of the bugging device but said it had never been used as he was Prime Minister.

Mr Nixon's pardon has thrown the White House poll machine out of gear to Democrats' benefit

President Ford faces Republican rout

From Fred Emery
Washington, Oct 13

President Ford, showing surprisingly little sign of the battering he suffered during his two-month crash course in the presidency, is now confident he likes best—stumping the hustings.

Between now and the Congressional elections on November 5 he is making 17 campaign appearances from coast to coast. His object is to try to avert a Republican rout in the November 5 elections. The Democrats' present 248 to 147 margin in the House of Representatives is a clear two-thirds majority.

In that event any presidential votes could be overridden, and Mr Ford's cry is against a " veto-proof" Congress. In the Senate the Democrats look like enlarging their membership from the present 58 to 42 position, but not to a two-thirds majority.

Mr Ford is also making it clear that he is half expecting the rout, and is preparing to involve a wayward Congress in responsibility for the economy.

Certainly there is little sign that anyone is heeding his warnings against a shift of American power to the Congress from the President, say more than anyone will head his recycled appeals of the "heave ho, pull together" sort.

The trouble is that his two months in office have seen a

continuation of the kind of power usage everyone hoped had left office with Richard Nixon.

Where in the months of endless travel during his vice-presidency he was welcomed as the national, and certainly Republican, symbol of authority, there are now signs that Republican candidates are none too happy about his imminent reappearance.

There is only one cause, the hastily considered pardon for Richard Nixon. Mr Ford tried if one is to believe his men, to cut the Watergate trauma out of mind by impulsiveness. Instead, that rush of blood reduced him to ordinary size from the superhuman stature of that first "romantic" month when he seemed like the breath of spring.

The opinion surveys on the issue are still showing samples of 60 to 35 per cent against it. Yet the merits are irrelevant now because it is irreversible.

It is the using up, some say squandering, of precious political capital that is the rub. A President Ford who had not issued his pardon would have been almost unassailable in Churchillian calls to the people for sacrifice.

As things are, that impulsiveness is being detected elsewhere. In the Russian grain cancellations, in the final tin-kerings with his economic package. And for all the sympathy his wife's illness has aroused, and for all his likeable heartiness, he is seen as a

very ordinary, nice guy whose power usage in the office is very much in question.

Add the proposed income tax increase on election eve (it is irrelevant to a campaign whether Congress will ever pass it) and it is easy to understand why Republicans are doing their best to prevent they have nothing to do with the men in the White House.

For the Democrats, the Nixon pardon, although it aroused some genuine anger, was not the pretext for them to dump the President. The month of August that left them floundering without a target for fanaticism that a Ford-Rockefeller combination would hold on to the White House, was forgotten, and they could again focus on economic discontents, the real issues.

It is far from clear how a crushingly Democratic Congress can improve the present state of the economy. But most voters, again in the opinion polls, are saying they prefer the Democrats, far more than they usually do in off-year elections. Last Sunday's Gallup survey reported a sample preference of 54 to 32 for Democrats against Republicans.

That does not produce the sort of landslide it would in England, but it will certainly be lopsided. As has been noted, the Republicans look good in Alaska and Maine, but in between there is a continent called Democrat.

Japan sceptical on nuclear arms statement

Peter Hazelhurst
Tokyo, Oct 13

The United States Government made an unsuccessful attempt yesterday to brush off embarrassing allegations that for years American naval vessels have violated the terms of a bilateral security treaty with Japan by sailing into Japanese ports without notifying their nuclear weapons.

The allegation was raised last week after a retired American naval officer, Rear Admiral Gene Larocque, while flying before a Congressional subcommittee, hinted American naval vessels usually armed with nuclear weapons when they visit their ports in Japan.

Under the terms of the United States-Japan Security Treaty of 1960, the United States must, consult Japan

before nuclear weapons are transferred to Japanese ports or territory.

Taken aback by the vociferous outcry from the ranks of all opposition parties, the Government denied allegations last week that it had been secretly informed that nuclear-armed ships have visited Japanese ports, and hastily asked Washington for an explanation.

As radical students, communists and socialists threatened to disrupt President Ford's proposed visit to Tokyo next month, the United States, in reply to Japan's official inquiries, yesterday issued a vague and ambiguous statement which has had the effect of convincing the average Japanese that nuclear weapons are indeed being carried into Japanese ports.

The statement was handed to Mr Takeshi Yasukawa, the Japanese Ambassador to Washington, by Mr Robert Ingersoll, the acting Secretary of State, and released by Mr Toshio Kimura, the Japanese Foreign Minister, in Tokyo yesterday.

It does not specifically confirm or deny the allegations.

Without committing the State Department to any position, the statement merely points out in vague terms that the United States has "faithfully honoured its commitments to Japan under the treaty of mutual cooperation and security and its related arrangements."

It goes on to deal with clauses of the treaty dealing with nuclear arms and points out that these terms have been "faithfully honoured". This ambiguous reference has again

convinced the opposition parties that the Japanese Government has secretly permitted American nuclear-armed ships to enter Japanese ports.

Without specifically denying the charges that American nuclear-armed ships have entered Japanese ports in the past, the American statement brushes the allegations aside and points out statements "made before the subcommittee were given by a private citizen and could, in no way, represent the views of the United States Government."

Members of the opposition scoffed at the American statement today, they pointed out that Rear Admiral Larocque can be regarded as an authority because he was at one time the commander of the flagship *Oklahoma*, which used Japan as a base.

PUBLIC NOTICES

CHURCH COMMISSIONERS
Notice is hereby given by the Church Commissioners for England that a DRAFT RE-ORGANISATION SCHEME for the care and maintenance of the parishes of the Church of England in the Diocese of London, is being prepared. A copy of the draft scheme may be inspected at the offices of the Church Commissioners, 100, Abchurch Lane, London, EC4N 3JF, between 10.00 a.m. and 4.00 p.m. on any day. Any representations with respect to the draft scheme should be made in writing to the Church Commissioners, 100, Abchurch Lane, London, EC4N 3JF, not later than the 15th November 1974.

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is an international charity and is seeking people who are shortly returning to America, Canada and Cape Province, S.A., to work for us in a fund-raising capacity.

We raise funds through specialised activities to support the elderly in the country concerned and overseas. Full training will be given here in the U.K.

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Tonbridge School BURSAR

The Governors seek applications for the position of Bursar at Tonbridge School. The successful applicant must be able to undertake the preparation of the accounts of the School and the exercise of budgetary control.

ALCOHOLISM MCA RESEARCH FELLOWSHIP

The Council offers a Fellowship of 2 or 3 years to a medically or scientifically qualified worker for research into the cause, detection or prevention of alcoholic dependence. The financial support will be adjusted to the experience of the worker and the demands of the proposed research.

For information from The Executive Director, The Medical Council on Alcoholism, 8 Bourdon Street, London W1X 9HY.

LEGAL APPOINTMENTS

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Applications for a post of Assistant Bursar are invited from suitably qualified persons who are members of a recognised professional body or who possess a University degree in an appropriate field.

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SPORT

Tennis

Nastase wins final of inexplicable errors

From Rex Bellamy Tennis Correspondent

THE NASTASE took 2 hr 40 min to beat Bjorn Borg 6-4, 5-7, 6-2, 6-4 in the Milla Trophy tournament here today. This is only the second time Nastase has won since the British hard court championships in May. It was a strange final, with each man in turn assuming a temporary authority and then dissipating it in periods of inexplicable error.

Never the less, there was much superb tennis and the finish was inevitably dramatic.

Borg, who was the first player to break service in every set, had two upsetting line decisions against him 3-5 down. But as Nastase served for the match, Borg set about his task with purpose and on his fourth break point the Swede won the game.

But in the next game his luck ran out. He served a double fault, missed Nastase with a cross-court backhand, and then was beaten by a forehand that clipped the net cord. That left Borg on deuce, whereupon Nastase beat him with a cross-court backhand, and then forced Borg to put a backhand volley out of court.

Yesterday Borg beat Manuel Orantes 6-4, 6-3, 6-4 and Nastase defeated Guillermo Vilas by the strange asymmetric score of 6-1, 1-6, 6-4, 6-1. The first match was a repetition of the French final (just as the second was a repetition of the Italian).

Borg could be described as a young bull giving a tenderer a bad time. He was always bold enough and usually good enough to raise the pace and quality of his game when he needed to. By contrast, the more subtle talents of Orantes were prone to lapses in discipline. But there were phases, notably in the fourth set, when Orantes, responding to the enthusiastic support of the crowd, played with almost flawless facility.

It must be more than a year since Nastase, resisting a challenge more severe than any he has yet met, has played with such consistently disciplined artistry. He has had a month's rest and his benefits showed in his mental stance. He was not the nervous player who exploited his virtuosity, and in his anticipation, which was so sharp that sometimes Vilas was feeling the heat on his racket.

Nastase hit some startling cross-court passing shots from defensive positions on both flanks. Vilas was never allowed to settle down. He won the second set because his game briefly touched its peak while Nastase was missing a lot of volleys (in weakness that later afflicted Vilas).

The critical phases of the match came in the third and fourth sets. On each occasion Nastase precariously emerged as slightly the

Borg to settle in Monte Carlo

Stockholm, Oct. 13.—Bjorn Borg will leave Sweden after the Stockholm tennis tournament next month to open a tennis business with his family in Monte Carlo, Swedish newspapers said today. The papers said the prospect of having to pay high taxes in Sweden. If he goes on earning at his present level, it was one of the reasons for Borg's decision to leave.

Borg said he would continue to come to play at the Swedish and Stockholm open tournaments and perhaps in Sweden's Davis Cup team. He also said he would be a member of the Swedish national tennis team.

Borg recently registered for military service in Stockholm, but is not expected to be called up in the near future.—Reuter.

Badminton

Miss Beck wins world invitation title

Jakarta, Oct. 13.—Margaret Beck of Britain, won the women's singles in the world invitation badminton tournament here today. She won 2-0 in the semi-final round, and 2-0 in the final round.

After easily taking the first set, Miss Beck came back strongly after being 6-4 down in the second set to sweep past the Indonesian champion without conceding any further points.

Svend Fri, the burly Danish No. 1 who eliminated the top seeded Indonesian champion, Liem Swie King, in the semi-final round, was a great recovery to take the singles title by 3-1, 17-16, 15-10.

Thun Thun, a 19-year-old Indonesian, took the bronze medal by beating Fri in the consolation final. Fri thus takes over the title held by the Indonesian star, Rudo Hartono, seven times All-England champion who did not compete because of university studies.

Other notable absentees were China's Hong Chia-Chang and Franz Kai-Rong, who took the gold and silver medals at the Asian Games last month.

Indonesia salvaged some pride when they took all three doubles titles. But the Indonesians, the only Asians to reach any of the five finals, dropped the doubles titles. The men's title was retained by the holders Tjun Tjun and Johannes Wahid, who beat fellow Indonesians Christian Badinata and Ade Chandra, the All-England champions, 15-13, 15-12.

The women's title was won by the Indonesian pair, Minarti and Regina Masli, who beat Lee Koppin (Denmark) and Lee Van Beuskom (Netherlands) 15-7, 15-8.

THE SINGLES: Final: Margaret Beck (GB) beat Liem Swie King (IDN) 2-0. Semi-final: Margaret Beck (GB) beat Liem Swie King (IDN) 2-0. Consolation final: Thun Thun (IDN) beat Svend Fri (DEN) 2-0.

THE DOUBLES: Men: Tjun Tjun and Johannes Wahid (IDN) beat Christian Badinata and Ade Chandra (IDN) 15-13, 15-12. Women: Minarti and Regina Masli (IDN) beat Lee Koppin (DEN) and Lee Van Beuskom (NED) 15-7, 15-8.

THE MIXED DOUBLES: Miss C. Hadinata and Miss R. Masli (IDN) beat Valery Arutunov (URS) and Valery Arutunov (URS) 15-7, 15-8.

THE SINGLES: Final: Margaret Beck (GB) beat Liem Swie King (IDN) 2-0. Semi-final: Margaret Beck (GB) beat Liem Swie King (IDN) 2-0. Consolation final: Thun Thun (IDN) beat Svend Fri (DEN) 2-0.

SPORT

Tennis

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From Rex Bellamy Tennis Correspondent



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TO BANKS CORPORATIONS. Financial

business for sale. Bank premises, 12,000 sq. ft., 1973 turnover £100,000. Tel: 244-767 417.

LEGAL NOTICES

also on page 8

No. 002573 of 1974

In the High Court of Justice, Chancery Division, the Court is directed to give notice to the creditors of the above-named Company, to the effect that the Court will, on the 14th day of November 1974, at 10.30 a.m., hear the application of the Company for an order of administration.

By Order of the Court, N. H. RUSSELL, Liquidator.

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will be held in full.

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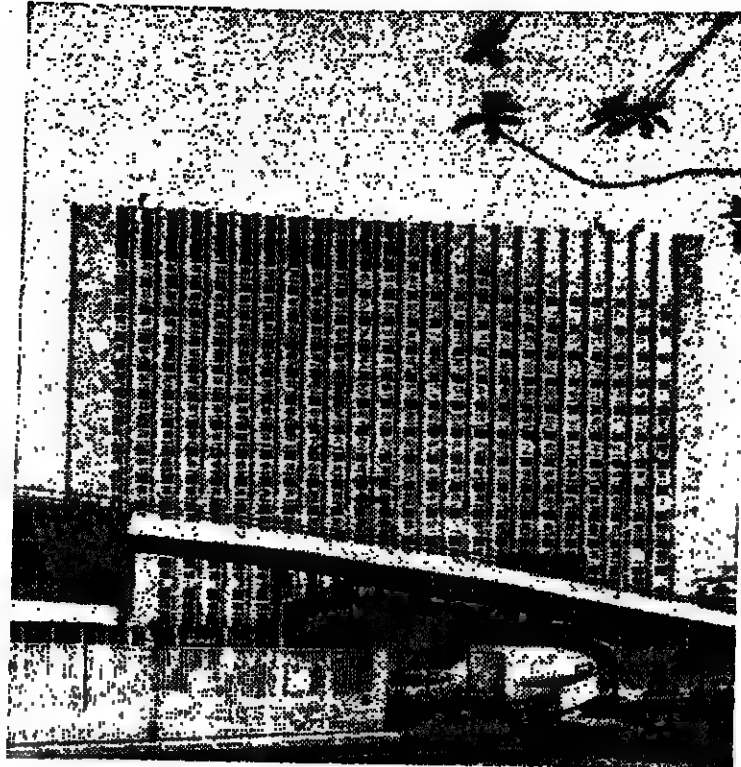
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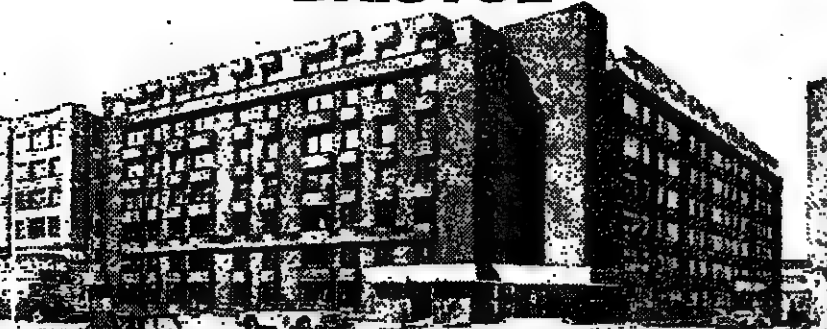
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Activity in market for lettings

In a market depressed enough by general economic considerations even without the added disincentive of the general election, there has still been a fair amount of activity one way or another, such as the recently announced Debenhams £5m lease-back deal.

In the letting market English Property Corporation's North Sea House, in Holloway Road, London, has not been long in finding a tenant. The entire building of 32,000 sq ft has been let to the Inner London Education Authority at about £160,000 a year. The transaction was through Henry Davis and Co., who originally acquired the site for EPC. As an interesting extra item, the same agents have sub-let the two top floors of the building amounting to about 11,000 sq ft, including a penthouse, to Sight and Sound Education, at £5.75 a sq ft.

Also in London, the old Curzon offices at 15 Regent Street, left vacant by their move to 73, Piccadilly and Marble Arch House, have also been let. The accommodation, amounting to over 17,000 sq ft, has been taken by Saatchi and Saatchi, who were represented by Messrs Nicholas. The letting was through Hampton and Sons in conjunction with D. E. and J. Levy.

In Swindon, the new office block just completed by Raglan Property Trust, has been let in its entirety to W. H. Smith and Son. The building comprises two adjoining blocks, one of 54,534 sq ft on ground and seven upper floors, and the other of 23,942 sq ft on ground and two upper floors. Smiths are to use the building for future expansion and to ease the shortage of office space in other areas. There is parking on the site and the building is adjacent to a new shopping precinct. The architects were Michael Lyell and Associates and the letting was arranged by Healey and Baker, of London, and Sturge Carter Jones, of Swindon.

Two historically interesting prestige office buildings have come on to the market, one for sale, the other for letting. That for sale is Northmet House, group headquarters of the Eastern Electricity Board, at Cannon Hill, Southgate, in north London, an impressive building in 3½ acres of grounds, for which a price approaching £3m is expected. Now giving a total of some 47,500 sq ft, the main part of the house was designed by Sir Robert Taylor, in 1719, as the main house of a



Northmet House, Southgate: a price approaching £3m expected.

large estate. Over the years the property passed through various private owners, and had various enlargements made, also being renamed Arnos Grove. The estate was broken up in 1928, when the main house was acquired by the Northmet Power Co., which held it until the formation of the Eastern Electricity Board, the present vendors.

Many of the main rooms have retained their classical decoration with friezes, intricate plaster work and murals. Apart from the extensive office space the building contains staff canteens, kitchens and workshop facilities. The sale is freehold through Jones, Lang, Wootton.

The other historical property is Bloomsbury House, Great Russell Street, Holborn, originally a terrace of four dwellings built probably just after the middle of the seventeenth century. It now comprises a four-storey building with a total of 16,940 sq ft opposite the British Museum, and is being offered for letting as offices to a single tenant by the Duke of Bedford's Estate, which acquired the property in 1839. It has been unoccupied since the early 1960s because of planning difficulties, but has now been renovated. The agents are Humbert, Flint, Rawlence and Squarey, who are quoting a rent of £200,000 a year.

In Gloucester, Clarendon Holdings have completed their new office block called Heathville House, in London Road, close to the station and shopping area. Designed to blend with its surroundings, the building has about 38,200 sq ft of air conditioned space on ground and four upper floors. The rent being asked is £110,000 a year exclusive, on a lease of 25 years with reviews every five years. Letting is through Anthony Lytton and Co., of London, and Brinton Knowles and Co., of Gloucester. In Stockport, Regal House,

a new development in Duke Street by Town and City Properties and London and Manchester Securities has been topped out and is due for completion next March. Designed by Leach, Rhodes and Walker, of Manchester, it is a block of 11 storeys providing 44,570 sq ft net. Lettings are through Hillier Parker May and Rowden, of London, and Garner and Sons, of Stockport.

In the industrial sector, the first phase of the Hunslet Trading Estate, Leeds, is to be opened officially later this month. It comprises some 60,000 sq ft in six terraced style units now available for letting at rates in the region of £1 a sq ft on standard 25-year leases with five-yearly reviews. Construction of a second phase of some 30,000 sq ft is due to start soon for completion next spring, and there is a further phase with the benefit of existing planning permission for some 65,000 sq ft for cash and carry use. In this phase, development could be according to tenants' specifications either on the whole site or in smaller units. The scheme is being carried out by British Land and Severnside Land Securities, and letting is through Conrad Ribbatt and Co and Weatherall Hollis and Gale.

Two units of the old Ministry of Defence central ammunition underground stores, at Corsham, near Corsham, Wiltshire, have come on to the market. The two units together total over 1,300,000 sq ft of underground storage at a depth of between 60 ft and 100 ft below the surface and a land area of some 71 acres, together with various surface buildings. They were acquired by the War Department in the 1930s and were in use until 1967. Originally they were quarry workings.

The two areas are some four or five miles apart and are to be sold by tender either together or two lots. The sale, on behalf of the Secretary of State for Defence, is through Henry Butcher and Co., of London. The closing date for tenders has been fixed as far ahead as May 2, 1975, to allow plenty of time for prospective purchasers to do up to date use for the areas and to clear their intended use with the planning authorities.

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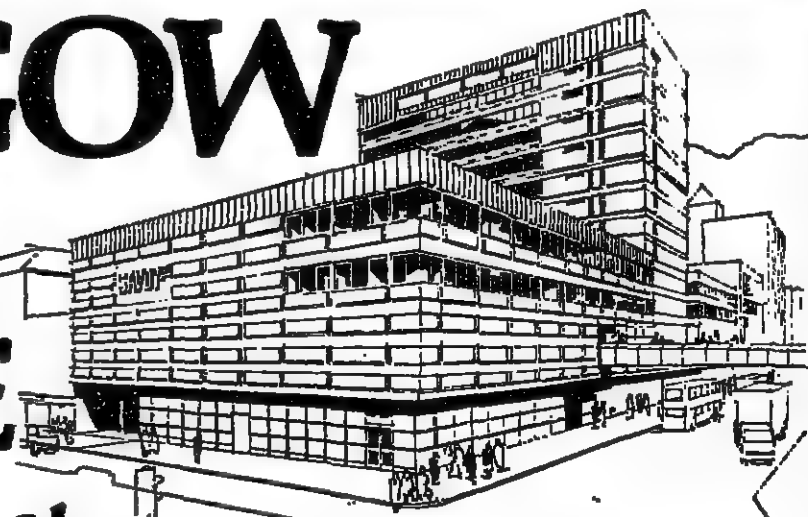
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Richard Ellis



Sheffield

Challenging problems for a huge city

Christopher Warman
Local Government
Respondent

An attempt to show the scale of Sheffield, what government reorganization was all about the new authority distributed throughout the area, the area containing a special of snakes and ladders. Each council is responsible for education it asks on 16. Move five spaces and for a correct answer, five back if wrong. The new district set out as a confusing jigsaw of reorganization and tried to merge the people to use services properly. The dumping rubbish, prosecuted by city council, go back to square one. Received home improvement grant, advance it inspected these areas from home, the victim finds that he is to pay his rates a city council. Return one.

There have been in the area throughout the year for months now but only helped to increase it if only through the working of local government since reorganization according to town hall.

Sheffield local government reorganization ended than 80 years of independence for the old county. It is a proud city leaders will not hesitate to you so—and it came a shock to that pride when it lost the right to manage its affairs without interference. The 1974 "brand" of Sheffield, in other local authorities, now had the new authority of South to deal with under a new system.

Transformation was quite overnight, of 1. For 18 months the set to with determination to ensure that the of the new emerged from the ashes of d, and with its wings spread.

organization brought the former city area, the urban district of Stocksbridge and two as from Wortley rural district—Bradfield and field. The rest of the area into the new district adjoining Sheffield to the south. Sheffield was originally in the new area but not like the idea. The new district of Sheffield is a sensible decision. Most of Sheffield's services, the Sheffield people won light to join a district byshire.

7 of the new authorities and down the county, experienced great difficulties together the components of the type, size and function that the change was

here accomplished comparatively happily. Both parishes fought to save their identity. Ecclesfield was particularly proud of its swimming bath, for it was the best parish in the country to build one and Bradford, a rural area on the moors to the west, was proud of its footpaths—used by the people of Sheffield.

They both continued as parishes retaining their own, if limited, functions. Stocksbridge has the best local status within the district, so all the new parts coming under the Sheffield umbrella retained their identity. It may seem a somewhat complicated arrangement when the main reason for reorganization was that the areas of many existing local authorities were too small and with insufficient resources to support the kind of services expected in modern society. But the big city respected these desires to avoid total absorption and the system is working.

The city leaders knew that the services in the small outlying areas had to become as good as those in the city and had to be seen to be good, and they quote many illustrations of their actions in that direction. In Stocksbridge, for example, the sewage had not been touched for years by the West Riding authority responsible for them. So new Sheffield subsidized the council with £500, a feasible in their multimillion-pound budget, and it was regarded as money well spent. In education, too, the smaller areas have seen benefits, and have seen the teacher-pupil ratio improved.

Reorganization gave the opportunity for authorities to bring up to date their management and committee structure. In Sheffield, under the leadership of Mr Ian Podmore, their chief executive, they have adopted a corporate management structure designed to ensure that policies are not put forward out of line with the overall intentions of the council. The new committee structure is formidable, with 12 full committees, 39 sub-committees and four joint subcommittees. In a city which boasts its industry, its clean air, its housing, modern architecture and redevelopment it is perhaps not surprising that one of the committees is called City Promotion with special emphasis on industrial development and publicity. All in all it is a big machine.

Where this big and shiny machine has run into trouble has been in its relations with the South Yorkshire county. Here civic pride was tested because reorganization demanded the sharing of responsibilities, especially regarding highways and planning. There is no doubt, too, that Sheffield did not appreciate the decision to put the headquarters of the county council in the adjoining district. "That is now just water under the bridge," they say. When the time comes to select a permanent site for the county headquarters the pride of Sheffield may well rise again.

In planning and highways Sheffield's leaders are hard put to find a good word for the county, complaining that it is preventing them from doing what is needed. A case in point was when the district intended to cut off a road in order to use it as a school playground. This plan was stopped by the subcommittee on the ground that the road might be needed as a by-pass.



Drop stamping forks at a Sheffield plant. About 200 cutlery firms employ 6,000 people in the city.

Both county and district recognize that cooperation is vital if the new system is to work. Gradually the two authorities are getting together, at officer level and through the membership by some councillors of both authorities. There is still a feeling, however, that neither properly understands the other's problems. This might be solved if more members were common to both but the workload on councillors is such that in future it is likely that fewer rather than more will be able to take on work for more than only one authority.

The leader of the Labour-controlled Sheffield district, Councillor George Wilson, is a member of both but his sympathies lie strongly with the form of reorganization for the unsatisfactory situation. He says bluntly that the two-tier system does not work, and claims that the metropolitan counties in general do not have enough functions.

The bitter lesson of over-dependence on one industry was learnt several years ago when rationalization and modernization of the steel industry inflated unemployment figures and threw out of gear the whole economy of the city. Strenuous efforts were made by the city council and others to diversify and this has paid off to a point at which the city planners are in a position to be just a little selective in admitting incoming industries.

One of the reasons for this is that the employment wheel has almost swung the full circle. The present unemployment picture in Sheffield is one that may well be envied by other areas. For the past year the unemployment percentage has been consistently below the national and regional figures. The latest rate is 2.2 per cent compared with a regional rate of 3 per cent and a national average of 2.8 per cent.

It is true that there are still more than 5,000 men and boys and more than 1,000 women and girls on the unemployment register, but there are still a number of students on the books shortly to return to their studies. When one takes into account the numbers in the process of moving from one job to another, the people who register but are in truth unemployed and those who simply avoid jobs at any price, then one must agree with the official view that Sheffield has virtually full employment.

Placings by the Department of Employment are running, at the latest count, at 354 a week, not despite this there is an unfiled vacancies list of 5,166 jobs. The department says: "The employment position is still booming. There is a great demand for workers of all kinds, particularly skilled men in engineering, steel and cutlery." The local authority, in common with many others, has turned its attention to the creation of jobs for office workers with some considerable success.

The Midland Bank, the National Water Council and the National Coal Board are in various stages of bringing clerical work to the city which should result in at least 600 new jobs and the city council is making strenuous efforts to win for Sheffield the office work associated with the new Health and Safety Commission, the sub-

Offices and technology bring full employment

It would be foolish to pretend that industry and commerce in Sheffield are not concerned about the current decline in economic activity, in liquidity problems, in investment hold-ups and in general cash flow crises which, despite long order books, often land companies in trouble. Having said that, however, it would not be wrong to suggest that if any place emerges from the present trough of financial despondency, ready to start the climb to increased prosperity, it will be Sheffield.

The bitter lesson of over-dependence on one industry was learnt several years ago when rationalization and modernization of the steel industry inflated unemployment figures and threw out of gear the whole economy of the city. Strenuous efforts were made by the city council and others to diversify and this has paid off to a point at which the city planners are in a position to be just a little selective in admitting incoming industries.

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Steel corporation fears a recessionary trend

by Ronald Kershaw
Northern Industrial
Correspondent

The British steel industry is experiencing one of those difficult phases when it would seem that the employment of a reputable clairvoyant might well pay dividends. While I am not suggesting that the economic forecasters fall into this category, there is at the British Steel Corporation, at least, a distinct leaning towards the view that a recessionary trend is in the offing. The private sector, on the other hand, not only manufacturers but steel stockholders and users, are of the opinion that demand will hold.

The British Iron and Steel Consumers' Council view is that demand has been highlighted what has been termed a "crisis of confidence" by incredulously pointing to BSC plans to increase exports at a time when manufacturing companies are crying out for steel and are having to satisfy their demands through imports. The Consumers' Council view is that many companies have long order books and see no prospect of a lessening demand. Shipbuilders' order books extend to 1978.

The Process Plant Association, the British Constructional Steelwork Association and others are expressing alarm at the prospect of increased BSC exports. The engineering industry generally, which accounts for 40 per cent of Britain's exports, is throwing up its arms in concern. As one member of the Consumers' Council put it: "The BSC seem determined to export because they can command a premium, and

this means easy profits. They are fearing a downturn in the United Kingdom and this may be true to a point on the consumer durable side, but there could be some severe shortages. "The BSC point to increased imports as one of the reasons they have to export, but imports have grown only because the BSC has failed to make the required tonnage. The latest figures, for August, show that production in the European Coal and Steel Community has increased by 3 per cent. In this country production is down 13 per cent for the same period."

While acknowledging that it is looking anew at export markets, the British Steel Corporation is frankly dismayed at the crudity of such phrases as "export drive" and "overseas sales push". More delicate treatment of the corporation's position is required. In the past 18 months, the corporation says, a massive slice of its export market was lost to nourish the home market. As a result, the corporation dropped, on a conservative estimate, some £30m profits.

Steel runs in four or five-year cycles and, after two years of heavy demand, the corporation feels that a recessionary trend may be on the way. "The forward order position for flat rolled products is not quite as firm as it was a month ago. The signs are clear, BSC says, that some manufacturers are looking at their order books and thinking that less money than they thought, is around, particularly for consumer durables to which the BSC look for first indications of recessionary trends."

The BSC view is that, when this trend moves up to the steel industry, the corporation must be on its guard. Mr Lee is perhaps not so emphatic as others on the question of the export market

that it had to relinquish over the past two years so. Not only that they must also try to build up a greater export trade. As one spokesman for the corporation put it: "We are not launching an export drive at the moment. Management has been alerted to the need to anticipate greater export opportunities."

The BSC is expecting shortly to announce pretax profits of between £80m and £90m for the first half of its financial year and has high hopes of making more than £100m by the end of the year despite forecasts of a drop in certain key sectors of the industry.

Mr Peter Lee, group managing director of Arthur Lee and Sons, who have just celebrated their centenary as steel processors, acknowledges that there are signs of change ahead in the long term. His company, which is perhaps more closely associated with consumer durables than many, has healthy order books for all products. "There is no tangible evidence that things are about to fold up," Mr Lee says, but he feels that the economic trends, the shortage of liquidity and other problems may cause people to destock in order to remain solvent.

Companies, he feels, do not have sufficient money for capital expenditure and will not therefore be in a position to create demand. He does not rule out some easing of the financial situation in a new budget. Arthur Lee and Sons is, however, fairly optimistic. The company has invested for them in a £2m stainless strip development project which will be completed early next year and, in addition, a number of areas associated with the new development.

Mr Lee is perhaps not so emphatic as others on the question of the export market

question of BSC exports, largely because his company has always felt it wrong to be totally dependent on the BSC. Their imports come from the Royal Dutch Steelworks, the United States, and, to a certain extent, from Japan. Long-term contracts avoid rapidly rising costs.

On the investment front the British Steel Corporation has set a confident example in the Special Steels Division which has its headquarters at Sheffield. Last month the corporation announced a £60m development programme for the division, concentrated at two Sheffield plants: at Shepcote Lane and Tinsley Park. Further investment will be at Panteg in South Wales.

The effect will be to double stainless steel capacity by the end of the decade. The expansion, the BSC says, is aimed at winning back markets for flat stainless products which have been lost to overseas competitors during the past few years because of inadequate capacity in Britain.

The corporation has plans to stimulate growth of demand for these products in the United Kingdom market, including design and engineering assistance in new product development and the provision of the division's special status laboratories. The project will provide job opportunities for at least 650 people in addition to the 2,700 existing jobs in the stainless works at Sheffield and Panteg.

The question of whether the corporation is able to recruit sufficient skilled labour is another matter. Throughout the corporation there are vacancies for at least 6,000 men and Sheffield has what is termed a marked shortage. Recruitment drives are going ahead. Another undertaking experiencing concern about the labour shortage is Mills, a Sheffield company. The company sees the shortage of skilled manpower, and that no short-term solution is to hand, as a most urgent situation. The company has introduced a number of training schemes to help to increase its own resources of qualified people. It is keenly aware of the importance of recruiting graduates, both technical and non-technical for all company activities, especially in strengthening practical, grass roots management. Mr R. C. Whalley, managing director of Mills, says: "We have a satisfactory forward order book, a high proportion of which is export business to North America. Like others in the engineering industry, however, economic and political uncertainties continue to influence investment policies of our customers which must inevitably influence our own corporate strategy. British industry "now needs, above all, a stable economic climate to enable it to perform effectively and to restore customer confidence."



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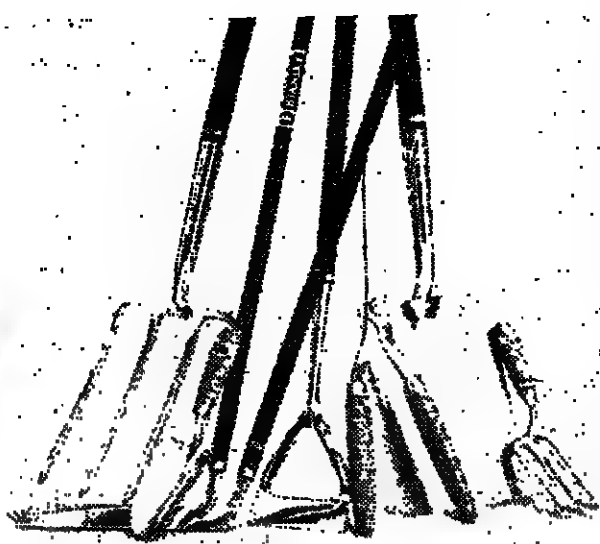
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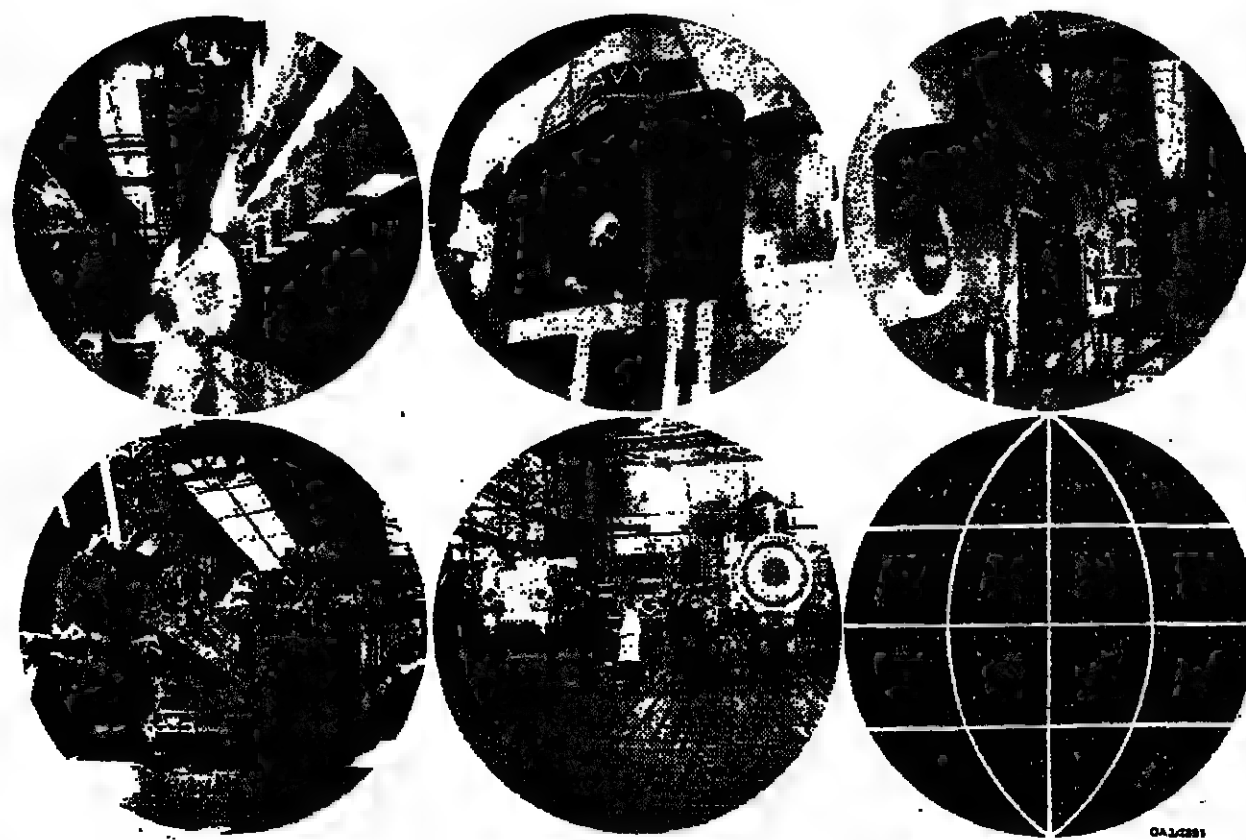
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Cutlery guard quality

by Peter Harvey

The Sheffield man, it used to be said, was identifiable from Bridlington to Beirut immediately he sat down to a meal. While everyone else studied the menu, he looked to see where the cutlery was made.

A survey carried out last year claimed to show that fewer than a quarter of Sheffield hotels and restaurants used locally-made cutlery. The management of a large steel works were surprised when it was pointed out that their canteen tableware was foreign; most large apartment stores carry a display of imported cutlery.

Yet, the people of Sheffield continue to take an immense pride in their city's reputation for turning out the best quality cutlery and a good many of them resent the ease with which foreign producers have been able to come into Britain.

Chaucer was the city's first (unwitting) publicity man when he had one of his characters carrying "a Sheffield handled knife"; from which one gathers that a reputation for cutlery had already been established by the fifteenth century.

The Cutlery Company, one of the oldest trade corporations, was set up by Act of Parliament in 1524 "for the good order and government of the makers of knives, sickles, shears, scissors and other cutlery ware in Hallamshire in the County of York, and parts near adjoining". It still flourishes and still guards jealously Sheffield's trade and quality marks.

For hundreds of years the cutlery worked as small units—little Masters, as they became known. Each had a handful of employees, fiercely independent. They used old methods and techniques; some, particularly winding, involving a severe

health hazard. Up to late in the last century a grinder was lucky to live beyond 30.

Advertising and salesmanship were little used. The best firms developed a name that was recognized all over the world and they lived on the prestige of that name. They were slow to accept change.

There had to be change, it only to face up to the postwar challenge of cutlery makers in Japan, Hongkong, Sweden and elsewhere.

Ten years ago there was a workforce of 11,700 employed in 415 Sheffield cutlery firms. A fifth of these firms had fewer than 10 employees. Half the firms had fewer than 100.

Now there are about 200 firms and the workforce is down by half, too, to about 5,000—only a small proportion of the city's total labour force of 280,000, and far fewer than are employed in metal manufacture or engineering.

Painful process of rationalization

Some firms have closed and their once-respected names have gone with them. Others have merged. Nearly all have gone through a sometimes painful process of rationalization.

"It is inevitable", says Mr Hector Bright, secretary of the cutlery branch of the National Union of General and Municipal Workers. "What has happened in our industry is what has happened in coal, wool, railways and all the older industries. We have had to rationalize."

"We have accepted changes. We took it hard at first. But we have faced up to it now. There are still some small firms left but they live from crisis to crisis. When one of their

old craftsmen dies, they have a crisis."

There is still room for some more rationalization Mr Bright says, but much has already been achieved.

Modernizing has meant firms moving out of old-fashioned and cramped backstreet workshops into new premises on trading estates. Town centre redevelopment has encouraged this trend but it has not always been welcomed by older employees who are set in their ways.

It has meant investment in research. The industry has had its own research organization since the 1950s and has seen the benefits of this and investment in advertising and publicity. It is no longer enough simply to lean back on the prestige of a well-known family name.

It has involved banding together to try to pressure successive governments to keep some reasonable limit on foreign imports and, in some cases, to stop foreign producers from giving the impression that their goods were made in Sheffield.

At the end of it all there are two markets for Sheffield cutlery, one for a quite expensive quality product and the other for cheaper, mass-produced cutlery.

Of the second market, Mr Bright says: "We are now in a favourable position to compete at reasonable prices. Foreign producers are affected by the increasing cost of materials just as much as we are, and their workers are demanding better conditions and pay."

And of the first market: "There is still a good future for good quality cutlery and this is what we specialize in. I advise anybody buying cutlery to go for quality. You buy it only once. First-class stainless steel will last two or three lifetimes, not just one. The other stuff you buy two or three times in a lifetime. It pays to buy the best."

Stirrings in a crucible

by John F. Crossland

The Crucible Theatre, the venture they laid odds against, is now in its fourth season and vindicating the faith of its early guiding influences.

One of them has now gone: as artistic director, Mr Colin George was at the centre of much of the controversy surrounding the theatre. Theatrical directorship has much in common with football management but there is no suggestion that Mr George was dismissed. Conscious of the risks of getting stale, he signalled his wish to try fresh fields more than a year ago. The new artistic director, Mr Peter James, succeeds to what his predecessor called "probably the toughest assault course anyone in the theatre outside London has had to survive."

His wide experience has equipped him to follow through with the grand design outlined in the policy statement put before the trustees by Mr George and the administrator, Mr David Braysshaw, when the theatre project was first conceived. He launched the Everyman theatre in Liverpool, worked with the Young Vic and the National, directed at the Shaw Theatre, London, and in Israel and on the Continent.

He takes over not so much a hot seat as one warmed for him by a reasonable tolerance. The Crucible, and with it experimental theatre, has won acceptance in Sheffield. Those who recall the devoted followings for the Harry Hadden Austin D'Oyly Carte seasons can appreciate the stubbornness of the rear-guard action against the new wave in some quarters. Mr George, who himself

came over from the old, much-loved Playhouse, testified that he had had "a pretty rough ride" putting across a novel theatrical concept in the city.

Now there are signs that the Crucible is creating a bond of loyalty in the city and also establishing itself as a regional theatre, playing regularly to parties from about 50 local authorities. The new motorway spur into the heart of the city brings coaches to within 400 yards of the theatre and the consequent stream of theatregoers is the best justification possible for the £20,000 which will come in subsidies from the South Yorkshire County Council this year.

An integral part of the play

If there were any illusions left about a new regime playing itself in with a well-tried formula, they are now dispelled. Mr James is bringing West End theatre to Sheffield with no concessions to overblown images (as in *The Importance of Being Earnest*) and a nod to permissiveness with Peter Shaffer's *Equus*. The programme notes to the Shaffer carries a warning that sexual explicitness forms an integral part of the play.

Next month patrons may well discover the joys of audience participation with the rock musical *Joseph and the Amazing Technicolor Dreamcoat* which is to be followed by Dame Peggy Ashcroft in Beckett's *Happy Days*.

The Studio, the Crucible's in-house subsidiary theatre, is presenting Durrenmat's *Play Strindberg* and a season of plays by the South African playwright Athol Fugard. These ideas are

reaching a wider audience through the Theatre Vanguard, the Crucible's educational arm. Mr Braysshaw told me: "We hope that this programme which takes shows out to schools, will be integrated much more into the mainstream of the theatre. The idea is to have actors, who may be any of our regular company, appearing outside the main auditorium. In fact they may play in pubs or youth clubs."

The Crucible has in the past successfully imported the musical documentary, developed at Stoke and Bolton, in the form of a play about the violent formative days of trade unionism in the city. *The Stirrings in Sheffield*. It has also produced its own musical, *Calamity Jane*.

Mr Braysshaw is ignoring economics in booking the Scottish Opera as part of a programme of music which includes the Lindsay Quartet from Sheffield University. "We afford them as they charge £1,500 a performance. Fortunately they are subsidized by the Arts Council."

Speaking of the growing flexibility in the company, Mr Braysshaw said: "We are now attracting good ranking actors ready to come to us for a limited period. (Margaretha Scott is playing *Lady Bracknell* in the *Importance and David Knight* will appear in *Equus*.) When we started we had three companies. Now we have greater freedom and cross-movement which makes far better use of the company and the theatre."

A measure of the Crucible's success is the fact that in its first season the audience figure was 56 per cent. In the second season they played to 62 per cent houses and in their third the figure was 70 per cent.

New offices provide jobs

continued from preceding page

ject of a Bill now on its way through Parliament.

The Midland Bank operation is worthy of note. Facing with shortages of good calibre clerical staff and the sky-high cost of accommodation in London, the bank decided to relocate some of its departments. Mr John V. Lonsdale, district staff superintendent for the Midland Bank's Sheffield region, said the bank undertook a survey to find, among other things, good communications, a good postal service, availability of suitable office accommodation at realistic rents, and the right quality of clerical labour.

Mr Lonsdale said: "Sheffield met all these criteria and we started this exercise in 1973. We wish we had done it years ago." In August 1973 a pilot scheme of relocation involving 90 jobs in the bank's credit clearing operation was carried out to six weeks and was an unqualified success. Two other departments from the bank's overseas operation have been relocated at Sheffield, providing another 140 jobs and this is being repeated by moving other work covering other aspects of financial paper management.

The bank's registrar's department is to be relocated so that by March 1975 450 Midland Bank employees will be fully operational in the

city. About 45 key personnel will have been brought from London by the end of the exercise and the 25 or 30 who are already there are without exception extremely happy in their work, their homes, their social life and their families' education facilities.

Let it be thought that Sheffield is turning its back on everything except office work, let me say that the city is still very much interested in the new technologies. Electronics and plastics are two that the city would welcome with open arms. Service industries are another field where expansion is desirable. To meet this requirement, the new Industrial Development Office provides a selection of industrial sites, all within easy reach of the motorway network—a great selling advantage—together with small factory units to encourage selected companies to come to the city and create the beginnings of what will turn out to be substantial enterprises. Some 65 have already been let and 30 more are being built.

Following the line of the Yorkshire and Humberside Economic Planning Council, Sheffield would prefer to attract companies which have their headquarters in the city, so that the expansion that may come about generates more jobs and more financial and economic activity within the area.

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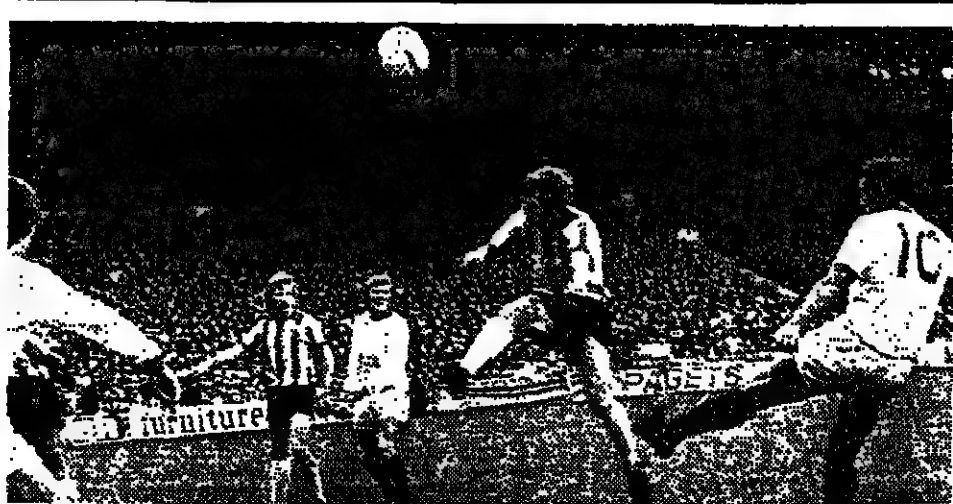
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Sheffield United in action against Liverpool at Bramall Lane, where a long tradition came to an end when Yorkshire Cricket Club discontinued playing there.

Golf booms in football gloom

by John Young
Planning Reporter

The biggest sporting disaster to hit Sheffield in recent times was the closure last year of the historic county cricket ground at Bramall Lane. The reason was the decision by Sheffield United Football Club, who owned the ground, to

build a new stand across the cricket pitch.

Cricket in Yorkshire still commands the sort of faithful following that has largely disappeared in most other counties, and there is no doubt that the loss of Bramall Lane was taken hard. Although the headquarters had long since switched to Headingley in Leeds, and although the county this summer was able to play three matches at a ground owned by the Abbeydale Sports Club, a great tradition was felt to have come to an end.

Another cause for lament has been the decline of the city's two great football sides, United and Wednesday. For some reason rugby, either the union or league variety, has never really caught the imagination of Sheffielders. Although the city lies on the geographical edge of the stronghold of rugby league, it has never had a professional side. Rugby union is being played more in the schools, but there are still fewer than six club sides.

Association football, however, has its very roots in Sheffield where the first football club in the world was founded in 1857. To a greater degree perhaps than in Manchester, Glasgow, or Liverpool, the morale of a large part of the population is governed by success or failure in the league and the Cup. Although United have made a fair start to the current season, Wednesday—the great Wednesday—are languishing near the foot of the second division.

Neither side has won a big trophy since the war or qualified for a place in European football. The situation has been made more bitter by the outstanding success of neighbouring Leeds United. Leeds, it is gloomily pointed out, is a city with only one professional club and where a lot of people waste their energies on rugby.

Feeling, however, is probably less intense than it would have been in the old days when Saturday afternoon at Bramall Lane or Hillsborough were almost the only sporting outlet for a majority of the inhabitants. Increased prosperity has brought a growing in-

terest in participant sports.

The half-dozen golf clubs and three municipal courses are nothing like enough to satisfy demand. A regular problem on many housing estates is broken windows from golf balls struck by teenagers who have nowhere else to practice. The city authorities are looking at the possibilities of building new courses on some of the derelict land in the Don Valley.

Another serious deficiency is in facilities for water sports such as sailing, canoeing and water skiing. Until now the local water authorities have been reluctant to open reservoirs to the public. But it is hoped that, after their reorganisation and ministerial encouragement, they may take a more enlightened attitude.

Fishing is a traditional Sheffield pastime, and every weekend car and coach loads of anglers head for the rivers, mainly in Lincolnshire and the east Midlands. Bowls is also popular and not only among the elderly. Recent floodlit matches have featured teams of teenagers taking on and regularly beating the pensioners. The international successes of local athletes, like John and Sheila Sherwood have also fostered enthusiasm for track and field sports.

The city's recreation department has a budget for the current financial year of £2.3m. According to Mr John Bower, the manager of outdoor services, it aims to provide something for everybody ranging from municipally owned football pitches to a plastic ski-slope and motorcycle scrambling in a city park. There are proposals for a big new sports complex at Darnall and for other indoor centres, possibly attached to the two main football grounds.

But perhaps best of all about Sheffield is the close proximity of the Peak National Park. A depressed Wednesday supporter who finds that neither bowls nor fishing can alleviate his gloom, can always get away from it all on the high moors where the wind blows across one of the most beautiful landscapes in Britain.

Swedes sail in for music and a match

"To the astonishment of many", in the words of the official handbook, Sheffield is now a conference centre seventh in the country. In contrast to this rather exclusive circle has been achieved by hard selling and maximum use of the city's assets. It has been an integrated effort, fully backed by the city council and has contributed by way of the conference grapevine to laying the ghost of "the most polluted atmosphere in Europe".

If Sheffielders can be forgiven for being a little blasé about interest in the model city shown by architects, sociologists and conference delegates they will certainly be aware of the impact of the international conference of economists booked for July 1975. Two thousand delegates from several countries will descend on the city, testing its bed capacity severely.

"Fortunately, when the university is down we have 2,000 beds available at a very cheap price," Mr Peter Wigley, the city's publicity officer, said. "But perhaps some delegates might like to stay in country hotels in the Peak District." Sheffield played host to 130 conferences in the first half of the year, and that figure is expected to have risen to 300 by the end of the season, a record.

"Until the last two or three years 500 delegates would have constituted a big conference. Now we are getting quite a few in the 1,000 bracket. We have now appointed a conference officer to deal with the demand," Mr Wigley added.

When a conference is first mooted, the publicity department will often have a representative sitting in on the working party, who advises on the social and women guests' programmes. "We make arrangements for the delegates. What goes on inside the conference hall is up to the organizers," Mr Wigley said. Delegates receive literature and are given the free services of couriers for tours.

The civic reception is the city's public relations bonus.

Delegates are welcomed by the Lord Mayor at the town hall and are then often taken for cocktails to the Mappin Art Gallery. They then move into a marquee on the lawn outside to eat and dance to music from the bandstand.

But while some enjoy the staid conference round, others are in the city only for the football and they come all the way from Sweden for it. At the Sheffield exhibition in Gothenburg three years ago, promoters talked football with the Swedes between business sessions and found that they had come away with a tourist business. The Swedes arrive in parties of about 200 at intervals throughout the soccer season. They are met at Immingham Dock by coaches operated by a Sheffield taxi proprietor Mr Norman Hattersley.

"We took a couple of old cabs across to Sweden as a gimmick and found that the Swedes were mad about English football," he said. The Swedes arrive on the Friday night and Saturday morning shopping and in the afternoon they are taken to a match in the region, which may be Manchester, Leeds, Derby or Sheffield United or Wednesday. On Saturday night they can go on a pub tour or to an old-time music hall and on the return trip to Immingham a detour is sometimes made to an attraction like Lincoln or The Dukeries. The weekend cost them £20 a head, including two nights in the modern Hallam Towers Hotel, trips and a stand ticket at the match.

In the past fortnight phase two of operation airlift has been put into action whereby 44 German industrialists interested in expanding into the Sheffield region were flown from Bonn, saw sites in the city and attended a seminar on such subjects as British industrial law and government incentives.

A measure of the success that such enterprise can bring is the £250,000 order won by a local steel company after the Gothenburg trip.

J.F.C.

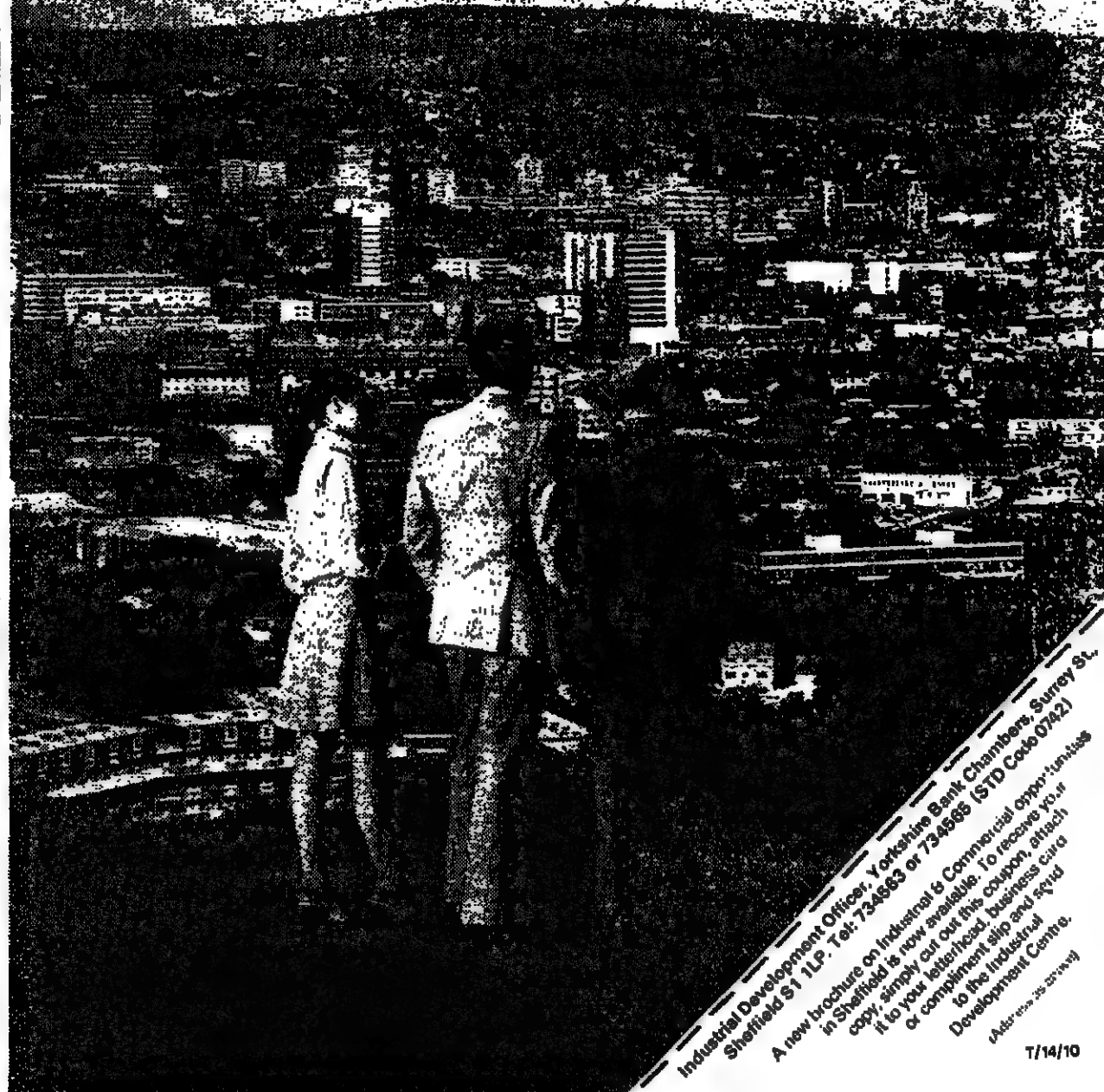
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Now for something completely different—Indian and American vistas in Yorkshire

by John Young

English provincial cities, for all their undoubted solid virtues, are not usually very exciting places to visit. Slum clearance and clean programmes may have removed some of the grimmer relics of the industrial Revolution, but the rebuilt city centres are often depressingly unimaginative, with box-like office blocks isolated from each other and from the surrounding community by inner ring roads which give less trouble to councillors than providing an imaginative up-to-date public transport system.

New housing estates are frequently cold and characterless, cleaner and perhaps more comfortable than the mean, shabby terraces they have replaced but unable to impart any sense of community to those who, for lack of any alternative, are forced to live in them.

But Sheffield, at least to the first time visitor, is different. The spur road sweeping in from the M1 motorway offers a dramatic and unexpected vista: if the analogy is not too far-fetched, there is something reminiscent of Caracas about the way the city climbs up the fringes of the Pennines, with the brooding moors beyond like miniature Andes.

There is something very American, too, about the close-clustered "downtown", thrusting itself at you almost the moment you leave the highway instead of, as in most English cities, lurking amid a maze of sullen suburban streets and endless traffic lights.

Inevitably, up on the hills nearby, the first buildings to catch the eye are the

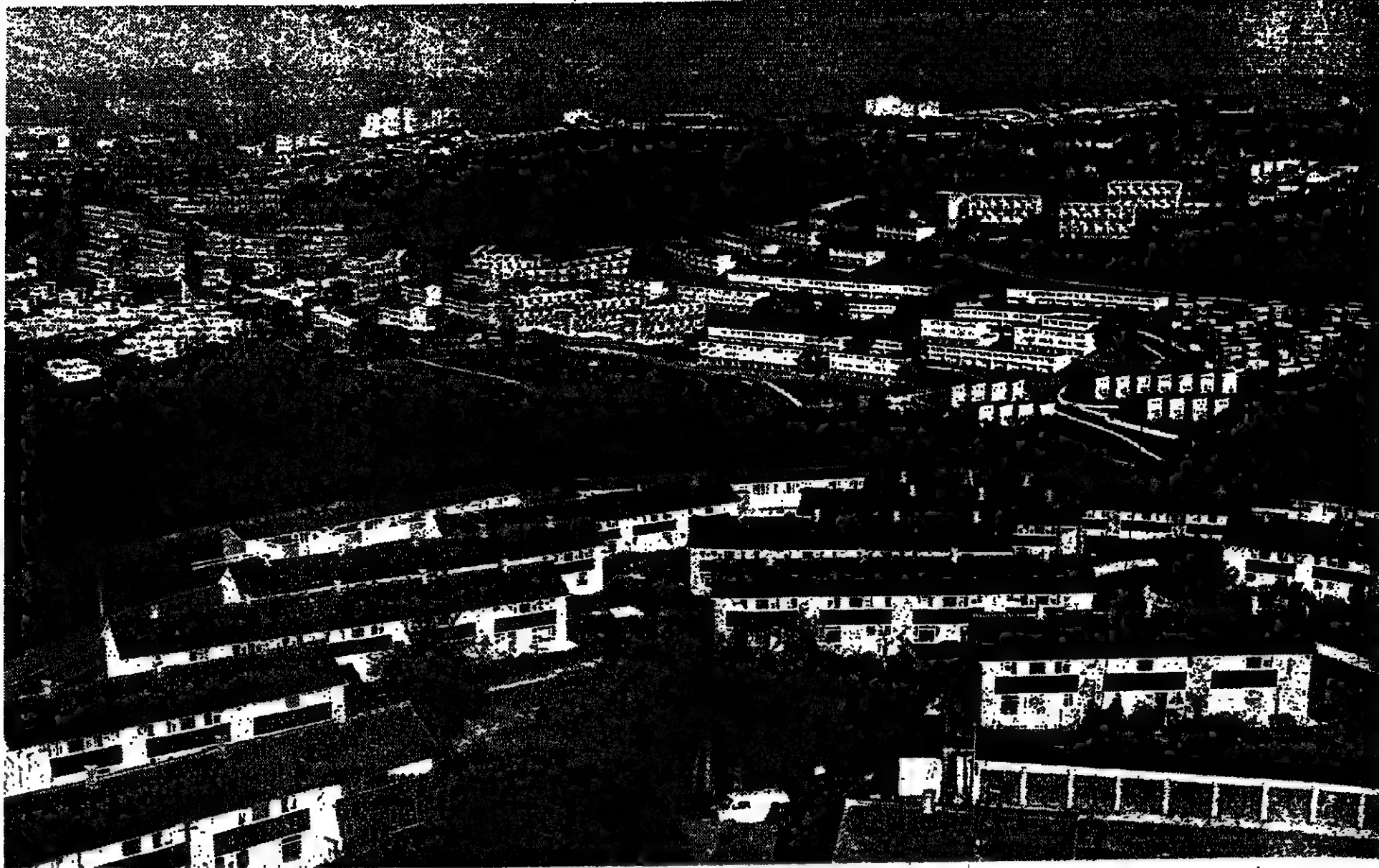
great ramparts of Park Hill, which razed huge areas to rubble and so showed how the city might look if it were opened out and full advantage taken of its geography. Rebuilding thus took the form of clusters of new buildings of varying heights, making maximum use of the hillside so that, for instance, a tower block of flats might face out over a valley on one side, while from the back the view would be of trees, grass and streams at the same height as the windows.

It may not always have worked out quite as the architects first intended, but the general impression of modern Sheffield is of a remarkable amount of green open space with fairly few ugly buildings marring the skyline. The general policy has been to concentrate residential development up on the hills while industry remains in the valleys, thus effectively creating the separation which Victorian cities, because of their haphazard growth conspicuously lacked.

With most of the worst slums now demolished, the council is moving away from the concept of wholesale redevelopment and has designated a number of general improvement areas in districts like Darnall, Spring Vale and Ellesmere, where houses can be rehabilitated.

But easily the most exciting new project is at Mosborough, on the south-eastern edge of the city, where the council is creating a series of 18 linked communities, each housing some 5,000 people.

Additionally, a main centre will be built at Waterthorpe, with shops, supermarkets, recreational facilities and a college of further education.



The Gleadless Valley housing development is built on a steeply sloping hillside only one and a half miles from Sheffield city centre.

Two local radio stations riding along on the crest of the air waves

by Anthony Charles

Radio Hallam, Yorkshire's first commercial radio station based in the heart of Sheffield, went on the air two weeks ago amid £20,000 worth of publicity.

The new station needed all its initial advertising. Its rival, BBC Radio Sheffield, has been broadcasting from a converted house about a mile out of town for the past six years, and after an uphill struggle for the first two years, has slowly established itself in the life of the community.

The BBC did not intend to let the newcomer hog all the publicity. The seven

days before Radio Hallam's opening were declared BBC Radio Week; special broadcasts were laid on and the BBC had its own advertising campaign, much of it aimed at reminding people what a friendly and well established crew they had at Radio Sheffield. Like part of the family, it said.

Ironically, Radio Hallam's campaign was founded on names which in the past were made famous by the BBC.

Mr Keith Skues, formerly editor of Radio 1, and before that pirate radio announcer, Radio Luxembourg presenter and British Forces Broadcasting pro-

ducer, is Hallam's programme director. With him are two other former BBC men, Mr Roger Moffat and Mr Johnny Moran.

They are working from a purpose-built studio suite adjoining the offices of the *Morning Telegraph* and *The Star*, Sheffield's two daily newspapers which are two of the interests in the consortium behind Radio Hallam. One of the others is Yorkshire Television.

It is expected that the station will cost about £350,000 to run in its first year, but even so it is unlikely to face the difficulties that the BBC local station had in its early days.

Restricted to broadcasting only on VHF—at a time when not many people had VHF sets—and just as restricted in its spending—despite £100,000 from the city council to help out—Radio Sheffield struggled to gain its foothold. Undoubtedly it will struggle to keep it.

Sheffield itself is somewhat bemused to find that it now has two radio stations—and at the same time pleasantly surprised. There has for some time been a feeling that regional television serves the city badly, is too Leeds oriented and even sometimes deri-

sory in its references to Sheffield.

Unknown to many people there is an experimental television service in the city which has been operating for just over a year.

Cablevision sends out BBC and ITV programmes to 30,000 homes in Sheffield by cable. As well as relaying other people's programmes, it also initiates material of its own. Five nights a week it puts out a local news magazine programme which can vary between five and 20 minutes.

By national or even regional standards, it is a modest enterprise, but Mr John Brand, Cablevision's

Sheffield manager, is confident that the experiment will succeed and expand.

"I think that by the year 2000 people will wonder what those silly things called serials were for. At the moment we are not allowed to raise revenue, take advertising or charge a fee for the service other than the normal rental for the television sets. The only query will be how the Government will ultimately decide we are to be financed. That's up to the politicians."

Watching and recording the various moves to win listeners and viewers are encouraged the Sheffield area to think of itself as a

region, and the *Telegraph* and *The Star* have that special love-hate relationship townspeople reserve for their local papers.

Once part of the Kemsley newspaper empire, then the Thomson group, and now part of the United Newspapers group, both papers have enjoyed a local monopoly for nearly 40 years. As in most provincial newspapers, the evening paper has the bigger circulation and is commercially the stronger.

In recent years both papers have tried to on the same plant, although they have separate staffs and an ambitious reorgan-

isation scheme is in progress. It includes changing to photo-setting instead of the traditional typesetting. The change has not been without its problems. The Saturday night sports edition, *The Green Un*, has come off worst; it has failed to appear in recent weeks because of production snags. Some difficulties, the management explained unhappily, were unavoidable in such a major upheaval in the works. Whatever the local difficulties, with two newspapers, two radio stations and what may be the start of a television service of its own, Sheffield is better off for news outlets than it has been for a good many years.



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RE-BALANCING THE FRENCH LEFT

It is in some ways easier to recover from a decisive defeat in an election than from a very near miss, especially when a mandate for seven years is at stake. More especially still when it is a presidential election, in which success depends to a large extent on the personal charisma of your candidate, and he happens to be nine years older than his closest rival.

The British Liberals, who used it difficult to keep alive for seven months the feeling that victory was within their grasp, should have an inkling of the problem faced by the French Socialists after the presidential election of last May, which by a one-per cent margin installed Giscard d'Estaing in the Elysée.

Seven years (with the possibility of a further seven) is not a long time, but it is long enough for a man to lose his popularity, and for a party to lose its leadership. When he took over the leadership of the Socialist Party three years ago—that of "re-balancing" the left—Mr. Mitterrand had confidence that the non-Communist element would not be overpowered by the Communist Party when they were in office together. This is essentially a victory over the Communists, yet Mr. Mitterrand has been surprised, and can hardly be surprised, to find himself being congratulated on it by the right while the Communist leaders are heard to grumble loudly.

His supporters are apparently not too worried by these grumbles, which they say are intended for internal Communist consumption on the eve of a party congress. No doubt this is true, but it is none the less significant for that. For a Communist leader to admit publicly that "comrades

are asking questions about our strategy" is a fairly rare occurrence. It must be taken as a warning to the Socialists that the Communists will not indefinitely be able to impose the alliance strategy on their own militants, if the benefits of it appear to go all one way.

Mr. Mitterrand, however, is by no means used to walking a political tightrope, and continues to march along it as if it were a broad pavement. A further step was taken this weekend with the "assises du socialisme", a conference which brought together the Socialist Party with various other groups that supported Mr. Mitterrand's presidential candidature. One object of this conference was to prepare for a merger between the Socialist Party and the more radical (and ludicrously misnamed) Unified Socialist Party (PSU). Unhappily this idea was rejected by the majority of the PSU a week before the conference met, but a minority led by M. Rocard, the PSU's former leader, will probably re-join the Socialist fold.

Perhaps a more important purpose of the conference was to cement the alliance between the Socialist Party and a section of the non-Communist trade union federation, CFTD. This organisation is strongly wedded to the doctrine of workers' control, or self-management (autogestion), and one effect of the conference has been to commit the Socialist Party to a "projet de société autogestionnaire", which has already been praised by no less an authority on the subject than Mr. Edward Kardelj, the right-hand man of Marshal Tito, as pointing a new direction not only for France but for the whole of Europe.

These results suggest strongly that Mr. Mitterrand has succeeded in the aim which he set himself when he took over the leadership of the Socialist Party three years ago—that of "re-balancing" the left so that voters could have confidence that the non-Communist element would not be overpowered by the Communist Party when they were in office together. This is essentially a victory over the Communists, yet Mr. Mitterrand has been surprised, and can hardly be surprised, to find himself being congratulated on it by the right while the Communist leaders are heard to grumble loudly.

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Assisting house purchase

From Mr Gordon Hughes
Sir, Father Byrne's letter (October 8) points to several different aspects of the difficulties encountered by young or poor households wishing to buy a house. This does not imply that there is no way in which these households can be assisted to purchase. Certainly, a marginal reduction in the mortgage rate is not the solution. On the other hand there are several new types of mortgage which would allow the vast majority of low income families to buy if they wished. These are examined in detail in my report "Inflation and Housing" for the Housing Research Foundation.

The most promising scheme is one in which the household agrees to pay a fixed proportion of the head of household's earnings until the loan is repaid. Under it someone could borrow four times his earnings by paying 16 per cent per annum. The reason is that during this time the borrower's income will have risen to over four times its original level. At present this means that a mortgage can be an immense burden initially but its real cost declines as time passes. Instead my scheme eases out the real burden of house purchase.

Further, my figures assume a realistic mortgage rate of 12 per cent. To offer a decent return to building society depositors—eg. if inflation was a steady 12 per cent the mortgage interest rate would be 14 per cent. Thus the building societies would be able to attract the funds to make these additional loans. Builders would also be able to plan on the basis of a steady demand for new houses without great swings from mortgage feast to famine.

My scheme such as this it would be possible for 90 per cent or more of all households to buy their own house by paying less than 18 per cent of their income. Finally the scheme would cost the Government somewhat more than conventional mortgage interest, but this cost would be much less than the cost of alternative methods of subsidising housing for low income families.

Yours faithfully,
GORDON HUGHES,
Faculty of Economics and Politics,
University of Cambridge,
Sidgwick Avenue, Cambridge.

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GORDON HUGHES,
Faculty of Economics and Politics,
University of Cambridge,
Sidgwick Avenue, Cambridge.

Gibraltar and Spain

From the Chief Minister, Gibraltar
Sir, Your Special Report on Gibraltar in your issue of September 30 contained "A Spanish View" by the chief London correspondent of EFE. The other articles in the report are, in fact, reports; only the Spanish view is a direct exposition of one side of the case. It would have been useful if the Gibraltar side had had a similar opportunity.

May I therefore briefly state the essential points of the Gibraltar case? We are British subjects in a territory which has been British for 270 years. To describe us as an artificially imported population is absurd. We are a permanent community, with a distinct identity as Gibraltarians who, though numerically small, have had our homes in Gibraltar for several generations.

The British Government cannot hand us over to a foreign country against our wishes and without the agreement of the General Assembly of the United Nations only yesterday (October 2). The Spanish Government denies that we have any right at all to express any wishes and claims to protect our interests—but the Spanish Government is to be the arbiter of a special regime for Gibraltarians but no details are disclosed.

There is only one possibility of a solution—the restoration by Spain of normal civilised relations between the two peoples and a genuine rapprochement. If the wishes of the people do not count, as Spain alleges, and if these wishes are only an excuse for Britain to hold on to a military base, why does the Spanish blockade maintain its economic blockade of Gibraltar now in its tenth year—its Gibraltarians change their minds? They are not going to.

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JOSHUA HASSAN,
Office of the Chief Minister,
Gibraltar.

The Katyn memorial

From Mr Louis FitzGibbon
Sir, It seems that some confusion is being caused by the Katyn memorial discussion. Both Mr Loasby (Sept 24) and Mr MacMaster (Oct 5) suggest that Brompton Oratory would be a better place for this monument. Before offering that which is not yours, they should have done well to consult the Oratory itself. There is no space in the Oratory, and the memorial grounds to which Mr MacMaster refers just do not exist.

The local residents object to the granting of planning permission; this matter was duly advertised in the press by the borough and anyone could have pursued it further. That they did not do so is their fault, not the fault of the local authority nor of the Katyn Memorial Fund, and it must surely be a bit late in the day now to urge the fund to go elsewhere, and to try to compel the borough to go back on its word. The Poles themselves have expressed their hopes simply and poignantly (Oct 2 and 8) and it is distressing that their plea is meeting so stony a reception—it is here that the "Christian" "toleration" invoked by Mr MacMaster would better apply.

Finally he refers to forgiveness as regards the massacre itself—but forgiveness has first to be sought and then only after the perpetrators have admitted their guilt. In all, I fear that Mr MacMaster's letter is irrelevant in every detail—well meant though I am sure it was meant to be.

Yours truly,
LOUIS FITZGIBBON,
7 Brimley Drive,
Hayling Island, Hampshire.

LETTERS TO THE EDITOR

Planning to meet world shortages

From Sir Alan Cottrell, FRSE
Sir, Although it appears physically possible that the world's growing peoples could be fed for a few more decades, the actions being taken to bring this about are inadequate for the task. The world seems bent on proving Malthus right, before the end of this century. Shortages of food will be the major problem, but it will be intensified by shortages of energy, water and other basic materials. These shortages will be expressed through greatly risen commodity prices, so making it impossible for the poorer countries, and difficult for the developed ones, to meet quite elementary needs.

Britain could escape this Malthusian fate but it is possible that we shall not in fact do so, because our national leaders, unlike those of several other Western countries, do not appear to realize the precarious position of this country in the world today. We have been exposed for the past three weeks to endless speeches about national crises, distracted by false panaceas and spurious logic, particularly when they come about preparations for the coming world situation. It seems to be assumed that the world will continue to favour us with a disproportionate share of its dwindling resources and that, in consequence, there is no need for us to make any plans for survival in the coming age of scarcity. We are indeed the successors of King Canute and Ethelred the Unready.

Yours faithfully,
ALAN COTTRELL, Master,
The Master's Lodge,
Jesus College,
Cambridge,
October 11.

From Lord Evans of Hungerford
Sir, You hesitate to question any of the deeply pondered conclusions of your leaders, particularly when they come about, as your issue of October 8, a three column magisterial statement on "Can Social Democracy Survive?" I would only venture the suggestion that, apart from some references to international inflation, you deal with the domestic issue, "that the capitalism that was left by the Tories Government, castrated capitalism, is not an effective way of running a society."

Nowhere in your long leader is once mentioned the fact that the major factor facing us today is not what Tories are alleged to have done in 1945 but the crippling of America, Europe and other parts of the world by the unprecedented oil situation. It is of interest that on the day after your leader your correspondent, summarising the Washington President Ford's admirable speech, refers to his determination to cut oil consumption. The estimates of savings are formidable.

The ordinary citizens of this country are anxious to help, if they do not cut fuel consumption for private cars, and restore the speed limit, thus saving fuel and lives? Many of us are convinced that there is no constitutional crisis but a people, with few exceptions, ready to help if shown a way.

Yours faithfully,
EVANS OF HUNGERFORD,
House of Lords,
October 10.

From Lord Alport
Sir, It is the unusual illusion of politicians, particularly on the morrow of an exhausting campaign, that the British electorate resents being asked at too frequent intervals how it wishes to be governed.

True, it finds the contemporary methods of conducting party political campaigns boring and often irrelevant. It is more concerned with the small print of party manifestos, nor is it impressed by the

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Electoral reform

From Mr Robert Newland
Sir, I find it difficult to follow the logic of the letter from Professor Lord Kahn (October 11).

He mentions proportional representation (PR) and the single transferable vote (STV) as they were different methods of election. STV is a method of election, PR is an attribute, a consequence, both of STV and of the continental party-list systems.

He advocates the French second ballot, which is merely an inefficient method of Australia's alternative vote, on the grounds that it would help third parties. But experience suggests that these methods could lead to more, not less, polarization. They certainly do not give PR.

There is no method of election to single-member constituencies which can guarantee representation to more than half of those who vote. Electoral reform is required to improve the representation of small parties.

The first requirement of democracy in which Lord Kahn tells us he believes is a system of multi-member constituencies returning say five members in the towns, and three members in the country. Only with seats to be shared can most electors be represented.

Penal reform

From Mr Peter Nettleton
Sir, Dr E. L. Hobbie seems to suggest (September 28) that the opinions of police officers on sentencing, when guilt has been admitted or proved, should carry at least equal weight with those of probation officers, whom he appears to see almost invariably as mere pleaders for leniency.

Dr Hobbie seems to miss the point that police officers, unlike probation officers, are not directly concerned with the sentencing stage of court proceedings. It is generally accepted that, in the event of a conviction or admission of guilt, police participation in the sentencing process is of little value.

What then appears to be the case? A higher court has recently stated that it is proper for probation officers even to suggest the actual sentence in a magistrates' court. The Committee on the Business of the Criminal Courts (1961), under the chairmanship of Mr Justice Streetfield, when considering the likely effect of sentences stated (paragraph 344), "we have no doubt that where a probation officer is reporting to the court

Alleviation of job monotony

From Mr J. Gombinski
Sir, Mr Clayre in his letter (October 11) dwells upon social evils of job monotony without even alluding to its well proven technological remedies. For some years now these are being adopted in many European countries, notably Sweden, generally under the name of Group Technology. Researchers, consultants and governments have participated in its promotion. In the essence it consists in arranging production facilities in groups (of machines or equipment) operated by teams of workers who—as a team—are responsible for a multiplicity of jobs culminating either in production of families of piece-parts or in assembly of identifiable entities such as motor cars or bicycles.

The repetitive work is eliminated and a high degree of job satisfaction is achieved. In this respect Mr Clayre's opinion that "productivity and satisfaction in work show no correlation" contrasts with that of the workers in this field and also with the main conclusion of a study commissioned by the Department of Employment (October 7) which was that "job satisfaction and efficiency are correlated in such a way that neither could be achieved without the other."

The method is currently the subject of an international survey, sponsored by the ILO and carried out by Professor J. L. Burbridge of the Management Training Centre, Torino. The final report is expected shortly. The interim findings are evidence of a recent expansion of this production method. In this country it is reflected in 89 known projects during the last year, with applications in various stages of progress, some dating back to early 1960s.

Yours faithfully,
J. GOMBINSKI,
12 Lancaster Road, N6,
October 12.

From Professor R. F. Atkinson and others
Sir, We write as professors in the Philosophy and Oriental Studies faculties of our universities to draw your attention to the now desperate plight of our colleague, Dr Vitali Rubin of Moscow.

A senior researcher in ancient Chinese philosophy at the Moscow Academy of Sciences until early 1972, he was dismissed his post when he applied for a visa to leave the Soviet Union for Israel. He is refused permission to leave on the grounds that he is a "great specialist"; but last year his professional notes were confiscated when the KGB ransacked his flat, and he has been gradually forced to sell his library to make ends meet.

He has several times been arrested without pretext, most recently in order that he should be out of the way during the visit of President Nixon to the USSR. In August he had a heart attack and at 6.30 am on September 3 the KGB finally arrested him in order to charge him with parasitism. This charge has been threatened since June, although it is quite clear that the reason Rubin is not working is because the authorities refuse to allow him to be employed.

If Rubin is tried and sentenced to serve in a strict regime camp—the standard punishment—it is extremely unlikely that he will survive to be released.

We appeal to the Soviet authorities to harass our colleague no longer, but to let him leave with his wife Ines for Israel, where he may continue the pursuit of his studies in peace.

Yours faithfully,
R. F. Atkinson, York; Alfred Aver, FBA, Oxford; Ronald G. Butler, Kent; Roy Edgley, Sussex; J. L. Evans, Cardiff; A. C. N. Flew, Reading; A. C. Graham, London; D. W. Hamlyn, London; Jonathan Harrison, Nottingham; C. L. Jelavsky, Manchester; A. N. MacIntyre, Southampton; C. W. K. Mondell, Bangor; Peter Niddich, Sheffield; G. H. R. Parkin, Reading; D. Z. Phillips, Swansea; A. Phillips Griffiths, Warwick; Ninian Smart, Lancaster; P. F. Steadman, Oxford; S. C. Thomas, Surrey; W. H. Walsh, FBA, Falmouth; J. W. N. Watkins, LSE; A. G. Wernham, Aberdeen; Peter Winch, London; Alan R. White, Hull; David Wiggins, London; Richard Wohlheim, FBA, London; and 41 readers and lecturers.

From Mr James Dent
Sir, Here in the middle of the sugar-producing countries, sugar costs \$2.40 for a four-pound bag. This is equivalent to over 25p per pound.

The English housewife should stop moaning and be prepared to pay the true value of the goods she uses; the workers in these countries have every right to a fair price for the product of their toil.

Yours, etc,
JAMES D. DENT,
Box 34, St. John's, Southport,
British Virgin Islands,
West Indies,
October 2.

The price of sugar

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The second requirement is that each elector should have a single vote in order to choose his preferred candidate. In a five-member constituency, any candidate or party obtaining one-fifth of the votes would be elected.

The single transferable vote (STV) is merely a refinement of a single vote in multi-member constituencies. It ensures that all votes have equal weight. It enables votes to be transferred between candidates according to electors' wishes so that nearly everyone who votes is represented by an MP of his choice.

The Irish use STV with advantage both in the Republic and in Northern Ireland. The Scots have used it for their education authorities.

I do not share Lord Kahn's low opinion of the English and Welsh that they would find STV unintelligible.

If we are to change the way we vote, let it be to a system which has been tested in these islands and ensures the representation of all electors.

Yours faithfully,
ROBERT A. NEWLAND, Chairman,
Electoral Reform Society,
6 Chancel Street,
Southwark, SE1,
October 11.

From Mr Peter Nettleton
Sir, Dr E. L. Hobbie seems to suggest (September 28) that the opinions of police officers on sentencing, when guilt has been admitted or proved, should carry at least equal weight with those of probation officers, whom he appears to see almost invariably as mere pleaders for leniency.

Dr Hobbie seems to miss the point that police officers, unlike probation officers, are not directly concerned with the sentencing stage of court proceedings. It is generally accepted that, in the event of a conviction or admission of guilt, police participation in the sentencing process is of little value.

What then appears to be the case? A higher court has recently stated that it is proper for probation officers even to suggest the actual sentence in a magistrates' court. The Committee on the Business of the Criminal Courts (1961), under the chairmanship of Mr Justice Streetfield, when considering the likely effect of sentences stated (paragraph 344), "we have no doubt that where a probation officer is reporting to the court

on an offender and feels able to offer a reliable opinion, which may be relevant to the court's consideration, the court should have the benefit of this assistance and should welcome it rather than resent it."

I have worked as a probation officer in a busy Crown Court in London for some years and I have never once heard a judge criticise a probation officer for offering an opinion on the likely effect of sentences. If such an opinion is not offered it is frequently asked for. Very occasionally I have heard a judge express mild irritation if the expression of that opinion is blurred by excessive circumlocution.

I do not know to what extent Dr Hobbie's views are shared by the lay magistracy in his part of the country. If they are widely held then this fact would appear to lend some weight to the view expressed last week by Lord Justice Scarman when addressing the Howard League for Penal Reform that the power of imprisonment should be removed from magistrates' courts.

Yours faithfully,
PETER NETTLETON,
24 The Avenue,
St Margarets,
Middlesex.

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Staged traffic jams

From Mr Antony Tuckey
Sir, Charles Lewsen suspects that Peter Nichols is the first dramatist to make a full-length play out of a traffic jam. His suspicions are well founded. The idea was perceptively and wittily staged by Alan Ayckbourn some ten years ago in his play *Standing Room Only*.

Yours, etc,
ANTONY TUCKEY,
Artistic Director,
Liverpool Playhouse,
Williamson Square, Liverpool,
October 5.

By any other name

From the Reverend John McLeish
Sir, I have the pleasure on the odd occasion of entertaining delightful nieces and nephews here at the presbytery—all in the age range of seven to 10 years old. I am rather proud of my record collection but have been increasingly puzzled lately interpreting their requests for "The chocolate advert" (Beethoven's *Pastoral*); "The cigar advert" (Mozart 21); "The Hovis advert" (Dvorak's *New World*).

As today was polling day, they were on holiday and played me a visit. During the course of the morning I bought some postage stamps—the new Churchill issue. Rather sadly, I thought, the youngest of eight looked at the stamps and asked "Who's that?" but 10 minutes later was delighted when she heard the latest "Wombles' Manner"—I was playing Mozart's "Jupiter".

Yours sincerely,
JOHN MCLEISH,
145 London Road,
Macclesfield, Cheshire,
October 10.

THE END OF PEACE FOR THE NUCLEAR AGE

asked to name the qualities that were common to Stalin, Molotov and Molotov most people would have some ready answers. That they were men of peace would scarcely occur to a respondent and might be met with astonishment if it were asked; yet all three were long the list of those who have been recommended for the Nobel prize.

The committee that awards these prizes has always had to t through recommendations it is submitted to it and in any cases, no doubt, well planned campaigns have been mounted in favour of particular candidates. Faced with evidence that it is in no position to check and with a body of support the recommendation that Mr. K. Sato, the Japanese Prime Minister, is bound to step in. But last year's choice Dr K. Sato, the Japanese Prime Minister, is bound to step in. But last year's choice Dr K. Sato, the Japanese Prime Minister, is bound to step in.

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those who are informed, not least in Japan itself. To criticise this choice is not in any way to denigrate Mr. Sato's status among Japan's post-war Prime Ministers. The choice is nevertheless so untoward that some other explanation for it must be found than simply in Mr. Sato's attainments while in office. This would not be the first time that the choice—and not only of the peace prize among Dr. Nobel's legacies—has fallen on an individual outside the western world for the very good reason that it is felt that far too many past recipients were from the West and almost none came from the rest of the world. The argument has progressively gained force for scanning the world scene for wherever service to peace may be found, equally with scientific endeavour or literary achievement.

The motive force in this year's award would seem to have been a national one. Japan is the one country to have suffered the horror of nuclear bombing. The post-war occupation imposed on Japan what is called a "peace" constitution. The Japanese have accepted this and despite common charges of militarism made against them can point to their pacific record in international affairs over the past quarter of a century. In which case—the thoughts would seem to run—it is time that this national record was given some recognition and that a Japanese was found to be deserving of the Nobel peace prize. The arguments—if these

were the ones that put the impetus behind the campaign in support of Mr. Sato—are deserving ones: the individual choice has not been a happy one.

The record of Nobel peace prizes includes many years when no awards were made. Another common habit has been to give the award to bodies such as the Red Cross or the UN Children's Fund. Criticism dates far back to the days when a case was made against Theodore Roosevelt on the grounds that no statesman should be considered. Which names now, one might ask, suggest themselves as the contemporary equivalents of Lord Cecil of Chelwood and Sir Norman Angell? When one puts such a question one is driven to the conclusion that the world in which Dr. Nobel drew up the terms of his prize in 1895 no longer exists. The campaigns Lord Cecil and Sir Norman Angell waged have long since been absorbed into our modern consciousness. Yet in one sense Dr. Nobel's stated concern is precisely reflected in our own day. He believed that the destructiveness of the high explosives he manufactured would make war impossible. His prize was meant to further that awareness. Two world wars later we are rightly saying that nuclear weapons must now make war impossible. At least Dr. K. Sato has a good claim to be a zealous guardian of the peaceful coexistence on which world hopes must now depend.

David Wood

Should the Tories find a new leader?

as always certain that Mr Heath, out of any public prompting from one of his more obscure backers, would have to consider resigning as Conservative leader if he lost Thursday's election. Ironically, the Conservative Party much more brutally dismissive of leaders who disappoint its electors of power than the Labour Party, and Mr Heath has led it into defeats in the four general elections since he took command in 1965. Above all, he chose the day and the occasion for the runny election of 1974, and still he then threw away, by mismanagement, an 18-months' lease of servative power; and if he decides to sacrifice himself now, or forced out, he will be paying the price for February's folly rather than for October's surprisingly narrow failure.

et it is going to be easy neither Mr Heath nor his party to come decision on a change of leader, and its timing. The grounds have altered, and the complicated processes of party democracy, supplanted the secret caballing of a Conservative leader's usual and the choice of his successor.

Mr Heath was the first Conservative leader to be elected in a ballot of the Conservative private members' committee (the 1922) in the use of Commons. If he is to go, he offer his resignation to them, and the committee must say that they longer commands their confidence and that they want to choose a new leader. In fact, the rules for Conservative leader's election, as signed by Sir Alec Douglas-Home the time of his own resignation in 1965, do not provide for the process of dismissal. They assume an unsuccessful leader will

know in his bones when he is, not wanted, and will do the gentlemanly thing. It follows that the initiative must come from Mr Heath, or from a damaging public campaign of no confidence from the 1922 committee's executive, speaking in the name of an overwhelming majority of their backbench members.

Of the two parts of this alternative, the first is the easier, the better. Mr Heath is entitled to wait until the will of the 1922 Committee has been made clear to him by processes of consultation, so that he may dismantle himself of leadership with dignity, without compromising his ability to continue to serve, as Sir Alec did, under the new Elijah. But beyond that point the argument is against delay. Mr Heath ought not to face the new House under fire from his own rank and file as well as under fire from Mr Wilson in his role of judge and jury on who shall lead the Conservative Party. Parliament and the country, besides the Conservative Party, need the service of Mr Heath in a thin day for statesmen, and if he steps down, he should not be destroyed or broken. He has walked the international stage, and he will be needed there again.

So far, I have assumed (not without reason) that both Mr Heath and the Conservative MPs will be preoccupied now with the question whether a new leader is necessary or desirable. Yet it is a question that leads straight to other questions. Granted that Mr Heath has leadership deficiencies, who on the Conservative front-bench promises more success than he? Since leaders cannot be divorced from policy, what policy changes are implied by any search for a new leader? And is there not a danger that the Conservative Party, agitated to regard itself as the natural ruling party, hears on Mr Heath the blame for electoral disasters or failures that have to do less with leadership than a shift in electoral power and social power in Britain, a shift so cataclysmic that the Conservative Party has become a laughing stock in English Party, and an electorally ageing English Party at that? Does the Conservative Party, after 20 post-war years, represent any particular interests or group of interests in the State, or any electorally viable block of voters?

Mr Heath has his faults. It is a

fault not to be a family man, we are told. It is a fault not to be a superb television performer. It is a fault to be a practitioner of some of the dreariest political prose of his time. It is a fault to think ahead of his time, as well as ahead of his party and see the world as it will be. It is a fault that he is rigid, but no less a fault that he is as pragmatic as Mr Wilson when it comes to trimming party principles under the pressure of events. It is a fault that he loses elections, although there is no telling whether any other leader would have won them, or been so successful in limiting the scale of defeat.

Yet take out Mr Heath from the Conservative front-bench, and what is left? The fact is that there is no consistency in the case against Mr Heath. He is condemned, above all for what is infelicitously called his confrontation with the miners at the turn of the year, and the decision to go to the country on it. Do you then replace him with the nominee of Lord Carrington and Mr Prior, who pressed him into that election? Or do you choose for guide Mr Whitelaw and Mr Francis Pym who until February held out against a confrontation election on who should democratically govern?

That is why Conservative policy comes into the leadership question. In the next few days, or possibly weeks, the main critics of Mr Heath will be from the Powellite fringe of the Conservative camp, with support from those who see their majorities slipping away from under them. Before they get rid of Mr Heath and dress a new man in the mantle of leadership, Conservative MPs have to decide not simply what they want, but also what the country wants in terms of policy, orientation, or even the place that Conservatives will occupy in British, rather than narrowly English, politics.

Meanwhile, Mr Heath, whether he goes or stays, has held on to a bridgehead from which the Conservative Party has reasonable hopes of breaking out at the next general election. By his theme of national unity, though it was left far too late to stand any chance of prospering electorally, he has prepared the ground for the next trial of strength in two years' time. Would any new leader be better able to exploit that ground? Or would the new leader abandon the ground altogether?

Management

Edited by Rodney Cowton

Unemployment problems

No one doubts that unemployment is going to rise, whether Government is in power and whatever it does. There is much less agreement about what precise damage unemployment does, and very little about how the damage can best be minimized.

Later this month PEP will be publishing its report on the first national survey of the unemployed made in Britain. Conducted by Mr Bill Daniel, whose survey of the fortunes of workers made redundant by the AEL closure at Woolwich dispelled some complacent notions about easy transitions at a place and time of abundant alternative jobs, it contains nothing for our comfort.

When there are 500,000 unemployed, there are many thousands of people in great misery as a result through loss of money, loss of purpose, and loss of self-respect. About matters of habit, the incidence of distress is unequal between class and class, just as we know that the incidence of unemployment is unequal between one part of the country and another and one sector of employment and another.

If the problem was purely economic, one would have to accept as a matter of luck or the random operation of the system, that the discomforts of people at the margin of the employment system are a necessary price to pay for preventing the breakdown of the system itself.

In economic terms, it would be better to let unemployment ride high and increase unemployment benefits as a palliative, which would both diminish personal hardship and keep a reasonable amount of money in high-unemployment areas, while encouraging redeployment to occupations and industries where there is a clear and continuing need for more workers—mostly in services rather than production.

The main exception is North Sea oil, and the evidence is that the labour market has served the demands of this obvious new area of employment as well as could be expected, and better than most people did expect.

But the problem of redeployment in general is quite different. It means finding ways of encouraging people to move from run-of-the-mill work that they have become used to, that has become part of their

identity, to other run-of-the-mill work that they may not have thought of, and will not find particularly attractive even when it is brought to their attention.

When the number of people out of work rises, there is not much that the employment services can do except counsel with greater care. The number of people obliged to consider a move goes up, the number of potential moves declines. Something of the same dilemma afflicts the Manpower Services Commission and its subsidiary, the Training Services Agency. Training while unemployed for example has less heat in it if there is no job to go to at the end of the course. Training is specific; it must be purposive; it requires an outlet and without an outlet, readily goes sour. In fact, conservation of skill is one of the great problems of a period of high unemployment.

A skilled man is not only a skilled man; he is a whole man looking for the best solution he can to his personal problems. There are certainly many, and probably many thousands of skilled workers who found something to suit their needs after losing their jobs in 1970-71, and never returned.

Because skill is specific, it requires exercise, just as a footballer loses his sharpness through lack of practice. It is almost certain for example, that the tremendous decline in skilled performance in some traditional British industries compared with foreign competitors is as much the result of episodic and intermittent employment as of any other factor. It was probably the most important single cause.

The best preventative of the declining morale and wasted training is maintaining a link with the habitual place of work. Training budgets tend to be cut when workers are being laid off; this is a perfectly natural thing to do if you believe, as our conventions declare, that wage costs are current costs and the connection between a manual worker and his company is merely financial.

Redundancies also tend (or at least one of the managers' objectives will be) to raise slightly the overall level of skill among employees. When business picks up, companies return to the

labour market demanding a higher level of available skill when their own collective actions have depressed it.

Most of the industrial training boards have now developed measures to keep their industries training even in hard times, with special grants and sandwich courses.

As the TSA builds up its capacity, they are able to offer a vastly wider scope of courses, and there are now more places available in further education colleges than in skill centres (the renamed government training centres). The list of courses available to individuals under TOPS (the training opportunities scheme) now covers many more.

One would expect increasing attention to finding useful work for elderly unemployed, put out of their jobs either by recession or by the increasing speed and agility demanded in the industries where they have spent most of their working lives.

One would expect industry to think at least as much into the medium term about their workers as about their investment and finances, and manpower planning for some notion of number of standard hours required in 1976 is not enough. The deal with the present and future providers of the standard hours will have to be more explicit.

Some time ago the youth employment services established a meagre scheme to provide youngsters with apprenticeships on short commons in other areas.

About a third of all the apprentices who took advantage of it came from the Highlands and Islands of Scotland, with less than 3 per cent of the British population. The scheme cut no ice in Sunderland, or even Dundee.

In the Highlands and Islands, the tradition of the "lad" parting, having himself away from home on a diet of oatmeal, puritan pleasures and salt herring is not dead. We need to ask at what level a similar tradition can be resuscitated in the hundreds of decayed working communities where we need it.

Innis Macbeath

Innis Macbeath is Plowden Professor of Industrial Relations at London Business School.

A powerhouse of ideas with Sir Frederick

In the triumvirate that represents the ownership and running of British industry—the Confederation of British Industry, the Institute of Directors and the British Institute of Management—the BIM looks like being the powerhouse of ideas in the next few months.

This is the overriding impression one carries away from a conversation with Sir Fred Caterwood, one-time director general of the National Economic Development Council, who ten days ago took over the BIM chairmanship.

One of the reasons why in January he gave up the managing directorship of the John Laing group was to be able to give a substantial slice of his time, at least for an initial period, to BIM affairs.

He is still on the Laing board, taking on other directorships but at first may well spend up to half the working week effectively at BIM.

What excites Sir Fred is the thought of all the hard, practical experience of business waiting to be tapped more fully in the 40,000 or so members of the BIM.

He explained: "I learned from my experience at Neddly that you operate much more successfully if you get industrialists to think together, one to a problem and what you can easily get is the thesis from a book written five years before based on experience going back 10 or 15 years."

The industrialist is the one who has to be looking and planning five to 10 years ahead. It is the difference between the academic and the practical man.

The Caterwood plan is to set up a number of working parties to put together the fruits of the total experience of BIM members. That way the many pressing issues of the day can be explored.

But he declines the "think tank" approach. He pointed out: "The BIM has fairly tight discipline. It is not a vast central staff to be harassed to research."

This articulate thinker on ways of running industry already has a rough set of priorities in mind. One inquiry

LETTERS TO THE EDITOR

Doubled regional employment premiums a shock on Humber

From Mr R. M. D. Dunston

Sir, We are one of the organizations forming the shipbuilding complex in the Humber area, and for many years this area has established itself as the leading producer of small ships in the United Kingdom.

We have continuously depreciated regional policies whereby shipyards in the development areas are allowed far greater encouragement for growth by way of grants on plant and machinery, regional employment premiums, and contract preference schemes, than those of us in the partly assisted areas.

We are quite shocked over the recent government decision to double regional employment premiums from £1.50 per week per male adult to £3.00. This means that on the RFP basis alone a yard in a development area employing 500 men is immediately £75,000 a year better off than a similar size yard in Humber. This is the sort of bonus now handed out to shipyards competing with us in the Humber area. The unemployment percentage is 1.5 per cent compared with 4.6 per cent in the Hull travel-work area.

Yet, the whole idea behind RFP is to create employment in a high unemployment area. Why then should Aberdeen, now basking in oil-rush wealth, continue to be the receiver of public funds while we in this area who have a long record of sound management and high quality workmanship appear to be not worthy of equivalent treatment?

Being an intermediate area

we qualify for 20 per cent grant on new industrial buildings as do those in development areas but we are denied the 20 per cent grant on plant and machinery available in the latter areas. When measuring the disparity here it must be remembered that in the manufacturing industry the ratio of plant and machinery to buildings is in the order of 1:1. On this basis a yard building complex costing say £5m would qualify for a grant of £200,000 in Humber but in the development areas a similar scheme would qualify for a grant of £1m.

The contract preference scheme is a particularly objectionable device whereby government departments, nationalized industries, and other public bodies are given the right to place orders in preference to the lesser-assisted areas. Furthermore, if the contractor in the development area is not competitive compared with a firm in a lesser-assisted area then the former is given the opportunity of tendering again for up to 25 per cent of the requirement. This is grossly unfair to the efficient firms outside the fully-assisted areas.

Successive governments have recognized that the shipbuilding industry is a special case for consideration. For example shipbuilders relief and the tapering grants scheme apply to all shipyards, no matter where they are situated.

A very significant change in government attitude towards shipbuilding occurred last year when it was recognized that a big increase in output per man

was a vital necessity and on that basis the Government would provide favourable loan terms for modernization schemes in the assisted areas without the usual qualification of providing more jobs. Thus, the fundamental reason for the regional system has been removed from shipbuilding and therefore it is wholly illogical and unreasonable to continue with the situation whereby shipyards are treated differently.

The craft of shipbuilding has survived in Humber for hundreds of years. Today it represents a vigorous section of the local industry with the international reputation as builders of fine ships. But we fear that unless we are given absolutely equal opportunities as our competitors in the fully-assisted areas we will not be able to finance the continual modernization of our shipyards, so vital a process to our future well-being.

We therefore urge that immediate attention be paid to the local shipbuilding problem and that equality—that is all we are asking for—is established by the following corrective action: The creation of a modernization fund for each yard equivalent to RFP receipts had the yard been situated in a fully assisted area; extension to the local yards of the 20 per cent grant on plant and machinery; abolition of the contract preference scheme.

Yours faithfully,
R. M. D. DUNSTON,
Chairman,
Richard Dunston (Hessle),
Hessle Shipyard,
Hessle, Yorkshire.

Parochial thinking cramps industrial recovery

From Mr Michael Wand

Sir, I was surprised to read (*The Times*, October 7) of the West Midlands County Council's concern that "all types of investment in the west Midlands region exhibited a marked decline in the late sixties relative to other regions". This is exactly the sort of parochial thinking which is holding back industrial recovery in the depressed areas of Britain.

Since the introduction of industrial development restrictions in 1960, all but a handful of south-east and Midlands industrialists have been left with no option but to stagnate where they are, or expand in the areas

of opportunity away from costly staff, dirty ports, noisy motorways and airports; and with considerable grant assistance available.

With Britain's growing foreign exchange advantage, the retention of these industrial control policies should soon bring a further benefit. Enough of our original and Victorian factory buildings and plant will have been preserved to make the west Midlands a major tourist attraction in its own right.

Yours faithfully,
MICHAEL WAND,
32 Middleton Road,
Shenfield Road,
Brentwood,
Essex.

Two aspects of the White Paper on pensions

From Mr G. D. Gault

Sir, Mr Liddington's letter (September 30) invites comment on the provisions of the pension White Paper.

There are two aspects of the White Paper "Better Pensions" which I think should be more widely realized. One is that present pensioners and those retiring within the next few years would receive little or no increase in their pensions in real terms. Two million pensioners would still have to rely on supplementary benefits for some time to come.

The second is that, when the scheme nearest maturity at the turn of the century the extra annual amount of retirement pension, about £1,500 in today's terms, would be entirely absorbed by inflation. This means that the lower paid, when

they retired, might still receive a pension which is below subsistence level. If instead the whole of the £1,500 were put to increasing the basic pension this could be raised to about 50 per cent of national average earnings (for a married couple) which is thought by many to be about subsistence level.

Is it not odd that a Labour Government should put forward a scheme which distributes more to the better off while still leaving substantial numbers below subsistence level?

Yours faithfully,
G. D. GAULT,
Standard Life Assurance
Pensions Department,
Elliot House,
Hillside Crescent,
Edinburgh, EH7 5EN,
October 7.

What Germans pay for postage

From Professor Michael Balfour

Sir, A letter to Germany, if posted in Britain, requires a stamp for 5p. But if it is posted in Germany, it requires a stamp for 50 pfennigs, roughly 8p.

What are the real costs of the two operations, and who is losing on the difference? Yours faithfully,
MICHAEL BALFOUR,
Vainie's Cottage,
Burford, Oxon.

A Norwegian tonic for the North

With a courtesy that has become almost a national characteristic of Norwegians, Mr Jacob Frebensen, chairman of the Norwegian Council for Norway and commercial councillor at the Norwegian Embassy in London, administered a shot in the arm to northern industrialists last week.

In the process of forecasting increased investment by Norway in the United Kingdom and future joint enterprises between companies on both sides of the North Sea, he debunked suggestions that Britain might be gasping her last on an economic deathbed, and pointed the way to a recovery that he said would surprise the world.

Mr Frebensen's observations certainly made a pleasant change from the daily dose of liquidations, cash flow crises, freeze forecasts and general gloom without which the economic scene in Britain never seems complete. He was addressing exporters and importers at a conference sponsored by the Leeds Chamber of Commerce, the Export Council of Norway and the Importers Club (Norway) designed to promote increased trade between the two countries—in both directions.

From the views expressed by various speakers at Leeds it is apparent that Norway is passing through a period of boom. Investment in high production is increasing and unemployment is down to an unprecedented 3 per cent. Taxation in Norway is in the process of being reduced, which can only mean that real income will be improved and the consumer markets as well as the industrial markets will be wide open to enterprising British exporters.

Industry in the regions

After hearing from one leading Yorkshire exporter that Norway was such a small market that he could not afford to spend even one day at the conference, Mr Frebensen attempted to put the record straight. He pointed out that Norway was one of Britain's largest customers buying as much from Britain as Japan and as much as all the eastern block put together, including Russia. The total Scandinavian market, he said, was second only to that of the United States and imported more from the United Kingdom than France and Germany put together. The Norwegian market was still expanding and in the first six months of this year imports from the United Kingdom had increased by more than 30 per cent compared with the corresponding period last year.

Opportunities for northern industrialists to export to Norway were trumpeted home by Mr Frebensen, who was managing director of ICI Norge. Although Norway is the fifth largest country in Europe it has the second lowest population at 3.9 million. The annual increase in gross national product is 5 per cent, second highest after Spain. Total exports and imports

account for 40 per cent of the gap, an indication of the importance of foreign trade to the Norwegian economy.

Total imports into Norway from Britain in 1972 amounted to £344m (about £344m) and Britain headed the list of league. She slipped to fourth place in 1973 and in the first six months of this year has recovered to third place with the figure of \$750m, more than half the figure of Sweden, now first, and a little over 1,000m kroner behind West Germany in second place.

One field in which great expectations are held in North Sea oil and associated activities. The Norwegians feel there is a wonderful opportunity to be taken advantage of in the form of joint ventures, licence agreements and sub-contracting. They even suggest that commercial and industrial progress may be furthered by Norway investing substantially in Britain.

A number of joint enterprises in the oil field have already been undertaken. Anglo-Norwegian consortia have been formed for the ownership and operation of drilling rigs. Fred Olsen and the Aker shipbuilding group are establishing a yard for offshore structures in the Hebrides, and the British Mowlem company is to build Norwegian-designed production platforms in the United Kingdom.

Trade between Norway and Britain has been built up over generations. There is every reason to suggest that it should now stabilize and then increase. Exchange rates favour British exports to Norway and

Ronald Kershaw

Ego-states that can lead to smooth business relationships

Transactional analysis is a term which would probably be widely recognized and understood in the United States, but which is as yet not generally familiar in this country and which would almost certainly be totally misunderstood by anyone encountering it for the first time. But this situation is likely to change and it has at least an outside chance of becoming the next vogue expression in management jargon.

Of itself transactional analysis has nothing specifically to do with management. The term does not relate to business deals, to buying and selling, to borrowing and lending or to any of the situations which we would normally refer to as transactions. It

is in fact a system of psychology which can be used to facilitate good relationships between individuals.

It was developed by Dr Eric Berne, and popularized in his book, *Games People Play*, and still further popularized in the United States by Dr Thomas A. Harris' *I'm OK—You're OK*.

It is based on the hypothesis that in the adult's behaviour is determined by three "ego-states" those of "parent," "child" and "adult"; that we all possess these ego-states, and at any given time will be acting under the impulse of one or other of them.

Transactional analysis is based on the assumption that from birth to death none of our experiences

is lost, but are stored, and remain stored with great precision in our brains. Even though the great majority of them will not be subject to normal circumstances to conscious recall, they influence our subsequent behaviour.

The "parent" ego-state acts under the influence of our experiences before the age of five, which predominantly means under the influence of our parents and immediate family. In mature life this tends to be reflected in authoritative behaviour, in our prejudices and so on.

The "child" ego-state covers feelings such as joy, anger, and responses such as spontaneity and creativity. Finally, the "adult" ego-state includes our

capacity to reason, to ask questions.

With little training it became possible to recognize under which ego-state a person is acting, and then to adjust one's own ego-state and so to respond in such a way as to have an effective "transaction" with the other person.

Given that business is based on relations or "transactions" between individuals, a simple method for influencing behaviour so as to maximize the smoothness of relationships would obviously be of great value. The proponents of transactional analysis hold that it provides just such a method. It is beginning to crop up as a subject for seminars, and one company, BIS-Deltak, is now

offering audio-visual training packages using transactional analysis aimed specifically at the work place. It is argued that it has applications wherever people have to deal with each other: in banks, shops, hotels.

BIS-Deltak are offering two courses one dealing with "customer contact" which has five modules, and takes all 10-12 hours, and one on "management contact" which would take about 20 hours. There is no reason why the basic methods cannot be learnt in three hours. But what management will want to be sure of is that once having learnt these techniques the staff would then make use of them.

Rodney Cowton

Bantustan labour drive by mines

From Our Correspondent Johannesburg, Oct 13

A drive to recruit 50,000 black South Africans a year as mine labour is to be launched by the Chamber of Mines. It will be concentrated on the growing numbers of unemployed in the Bantustan homelands.

The drive, announced in Johannesburg this weekend, is designed to provide a buffer against the growing shortage and possible large-scale boycott of labour recruited in the white-mined black areas. It comes on the eve of publication of reports of gold mines for the September quarter, which will show that many of them are subject to two-way pressure on earnings—higher costs and lower gold returns.

Output has suffered in some mines as a direct result of the labour shortage. The Malawian boycott on recruitment has already reduced total labour force by about 50,000 men.

Last year the gold mining industry employed 344,370 foreign Africans. A total of 72.35 per cent of labour on the gold and platinum mines came from outside the country.

Dr Alex Boraine, part-time labour consultant to Anglo American Corporation and an MP for the anti-apartheid Progressive Party, said this weekend that the labour position could get much worse.

The possibility that political action by Malawi and Mozambique could almost halve the mining industry's black labour force could not be ignored.

Details of the chamber's recruiting plan have still to be worked out. Mr Tony Fleischer, general manager designate, said the intention was not to "ease out" foreign labour.

"On the contrary, we shall take all the labour we can get," he said.

The object of the drive would be to bring to the attention of unemployed blacks in South Africa's Bantustan homelands the level of wages that could be earned in the mines.

The present average wage of 52 rands (about £32.50) a month, plus free food, accommodation and other payments in kind, was nearly double that of a year ago. Many black miners were earning 150 rands a month, Mr Fleischer said.

Yorkshire development riding high

By Our Northern Industrial Correspondent

Amid all the gloom and stock market panic, Yorkshire and Humber's industrial performance is proving remarkably resilient, according to the Yorkshire and Humber Development Association. A recent survey revealed that inquiries for factory sites are increasing. Also three districts expect to announce a clutch of important projects before the end of the year.

Dr Iain Stewias, director of the association said no slump can be detected in applications to the Department of Industry for selected assistance under the Industrial Act. Between May and July nearly £2m was offered to 62 companies. Since the introduction of this form of incentive two years ago, there have been 250 offers worth £14m. The estimated new employment likely to result

within five years from this source is 16,000 jobs. There are now 12 applications for assistance under consideration, which could produce another 8,000 jobs.

In a digest produced by the association, it is noted that the English Industrial Estates Corporation is happy to be embarrassed by the increased demand for its advance factories, and is pressing ahead with the inevitably slow business of securing sites.

In fact, work is about to begin on sites are being acquired for factories at Normanton, Barnsley, Bridlington and Rotherham. Thorn Electrical Industries are completing a deal for the purchase of 18 acres at Scunthorpe for its subsidiary, Thorn-Ericsson Telecommunications.

The site is not far from Immingham to which will come container ships from the associated Swedish factories of LM

Ericsson. The association says a substantial manufacturing plant is to be built, with initial development completed by autumn, 1975.

A small advance factory near the main site will handle recruitment and training with a view to starting production by January 1975 of sub-assemblies for Ericsson's telephone exchange equipment.

By spring, 1975 training will start on final processing of other telecommunications systems usually imported, for distribution in the United Kingdom.

The Thorn-Ericsson sales subsidiary had orders in the private telecommunications market of £1m at the end of June. The new manufacturing unit will enable the company to compete more effectively in home and export markets.

Mr G. H. Birch has been appointed managing director of Mardon Warrington.

Mr P. B. Greenwood has become a director of Brook Motors. Mr David A. Brooks has been appointed company secretary of A. C. Nielsen Company in place of Mr A. Nielsen, who resigned on the board as financial director.

Sir Geoffrey Kitchen has joined the board of private bankers Morris Wigram.

Mr D. S. Gallacher has become company secretary of Magnetic and Electrical Alloys.

Mr D. S. Gallacher has been made new developments and planning director of Enonts, of Lichtfield, a subsidiary company of Imperial Metal Industries. He will continue as assistant managing director.

Mr M. J. Milner and Mr C. A. Kuttner have been re-elected chairman and deputy chairman of the British Chemical Engineering Contractor's Association.

Mr J. Rawicz-Szczepko has become director of Grovewood Securities. Mr A. R. Abel has been appointed a director of its associated company, The Vaporatic Company, in place of Mr John Dancy, who has resigned.

Abu Dhabi participation oil pacts

Abu Dhabi, Oct 13—Foreign

partners in Abu Dhabi's two main oil-producing combines will buy back at a reduced figure of 93 per cent of the posted price 80 per cent of the surplus of the oil output in the last quarter of this year.

Mr Masa al Oteiba, the United Arab Emirates Petroleum Minister, announced the figures last night with the Abu Dhabi Petroleum Co and Abu Dhabi Marine Areas.

The amounts of participation crude to be brought back by the Government's partners in the combines are 360,000 barrels a day in Abu Dhabi Petroleum and 168,000 barrels in Abu Dhabi Marine Areas.

The other 20 per cent of Abu Dhabi's share of production—about 10 per cent held in the two companies taken this year—will be marketed independently by the Abu Dhabi National Oil Co.

In the third quarter the "buy back" price had risen 94.8 per cent of the posted price. A similar reduction to 93 per cent was applied recently when Kuwait settled with its foreign partners arrangements for the quarter starting on October 1.

The foreign partners in Abu Dhabi Petroleum are British Petroleum, Royal/Dutch/Shell, Mobil, Exxon and the French CFP. Those in Abu Dhabi Marine Areas are Conoco, Française des Pétroles, BP and the Overseas Petroleum Company of Japan.

Smelter project for Dunedin

Geneva, Oct 13—Swiss Aluminium Ltd has confirmed that it is in the early stages of negotiations to build an aluminium smelting plant near Dunedin, New Zealand.

According to Wellington reports the proposed plant would be 50 per cent owned by the Swiss company, with the New Zealand Government taking up 25 per cent, and the remainder of the capital to be raised by public subscription. Capacity of the plant will be 100,000 tonnes a year.

FINANCIAL NEWS AND MARKET REPORTS

Int Synthetic Rubber slumps

In 1973, the pre-tax results of International Synthetic Rubber slumped from a profit of £147,000 to a loss of £366,000. After tax of £207,000 (£150,000), there is a loss of £107,000 against a loss of a mere £3,000 in 1972.

The loss is attributable to fixed selling-price contracts, which terminated in December, 1973, in the general purpose rubber division, together with the "unprecedented increase" in the cost of oil-based raw materials.

I.S.R. was formed in 1956 by a consortium of tyre manufacturers—Dunlop, Goodyear, Firestone, Michelin, Avon Rubber, Pirelli, Uniroyal Ltd and B.T.R. Industries.

Citicorp's record nine months

Record net operating earnings for the first nine months of 1974

are reported by Citicorp of New York, with a 24 per cent rise to \$232.58m. On the basis of average share outstanding, earnings per share increased by 20 per cent to \$1.9.

Interim omitted by Chas Hill

While a profit of £49,000 has been turned into a first-half loss of £147,000, the board of Charles Hill of Bristol is confident of a subsequent recovery.

The interim dividend, however, has been deferred until the end of the year. If things are brighter then, a final will be considered.

Goodwin earnings dip

Staffordshire-based engineers and iron and steel founders, R. Goodwin & Sons (Engineers), showed record profits and turnover in the year to April 30.

but because of a higher tax charge earnings per share have been cut back. Taxable profits are £202,000, compared with £202,000 in 1973, on the basis of 100 shares.

Loss by Alex Stephen
A loss on the engineering side of £105,000 (£45,000 profit) brought an overall pre-tax deficit of £3,000 (£83,000 profit) for Alexander Stephen for the year ended March 31.

Portals' £2m plan
For an outlay of £2m Portals is planning to complete phase one of a big expansion of its plant for the production of security papers at Overton Mills, by mid-1976. The whole programme is to be phased over a number of years.

DAVENPORT KNTWEAR
£151,500 profit

THURSDAY: Finals: Ben Bailey Construction, Ductile Steels, Harland & Wolff, Highland District, S. Simpson Interiors, W. Canning, Coates Brothers, Gerrard & National Discount, Harro Industries, Industrial & Civil Trust, J. C. Lally and Selincourt.

FRIDAY: Finals: Newman-Tonks and Paterson Zochonis, Interiors: Austin Reed, R. A. G. Crockett, E. Fogarty, Hawker Siddeley, Perry, J. C. Lally and Sandeman and E. Upton.

Mining

Labour shortage hits quarterlies

Eagerly awaited, the September quarterlies are expected to provide a significant indication as to how the South African gold mines would fare with a lower gold price and labour shortages. But the first three groups to report, Gold Fields, Barlow Rand and Union Corporation, present a complex picture with wide variations between the three.

Gold Fields' results are considerably distorted by delays in receiving the premiums on September production, particularly so at Liberton. Here, with mining down during the three months by 3 per cent, a sharp drop in grade, working profits from gold have slumped by 62 per cent with the average gold price receipts down 30 per cent.

The September working profits are as follows:—

Working profits R000's
Doomfontein 8,473 10,979 7,500
East Drie 10,747 12,758 9,965
Kroonstad 9,290 11,227 12,438
Liberton 4,688 12,514 8,113
Venterspost 2,584 4,753 3,403
Vlaamsepoort 901 1,769 1,361
West Drie 40,352 56,115 43,968

In the Barlow Rand group, Harmony well illustrates the shortage of black labour—estimated at 14 per cent for the industry. Against a monthly output of 430,000 tonnes, the rise this time is to only 434,000 tonnes, compared with the eventual expectation of 590,000 tonnes. While metal output was marginally ahead, profits fell on the back of the lower price.

At Blyvoor, output actually fell—hence the 31 per cent drop in working profits from gold—while the dramatic profit setbacks at Durban Deep and East Rand Proprietary illustrate well the marginal nature of these operations and their dependence on the metal price.

Working profits R000's
Sept June Mar
Blyvoor 14,255 20,087 15,185
Durban 2,401 1,382 1,382
ERPM 1,655 6,008 3,381
Harmony 16,948 14,538 15,326

The best overall results came from Union Corporation, where higher grade, increased milling and comparatively good metal prices have constrained the profit falls to well under 10 per cent at the major mines.

Andrew Wilson

Euromarkets

Wary response to bond rally

The further fall in short-term interest rates last week, culminating in a drop of 1 to 11 per cent in Citibank's prime rate on Friday, again brought some strength in the short end of the bond market. But, although prices have been firming for some three weeks now, dealers remain unsurprisingly cagey about the prospects. Issues of longer maturity are still generating little interest. And although short-term rates have eased appreciably, they have not yet come down to the point where long rates are proving attractive to investors.

Activity in the secondary market has been more brisk than for most of the summer, but much of the dealing is still between the professional traders themselves. Retail demand in the straight bond market has been largely restricted to American investors buying a limited range of top quality American issues of short maturity.

European issues remain relatively flat, and in some areas it is becoming harder than ever to deal on the basis of firm rather than indicated prices.

This was most noticeable last week in United Kingdom issues, although the decision of one dealer to cease making an active market in these issues only formalised what had effectively been the situation for some time—as, indeed, it had with Australian issues and some convertibles.

But for all the practical difficulties of trading some issues, the fundamentals for the market after the recent decline in short rates, are unquestionably better than they were in the summer, even if one is gambling on the immediate stability of the present rally.

Christopher Wilkins

Eurobond prices (yields and premiums)

STRAIGHTS

| Country | Issue | Yield | Premium |
|-------------|-------|-------|---------|
| Austria | 1988 | 12.27 | 1.27 |
| Belgium | 1988 | 12.27 | 1.27 |
| France | 1988 | 12.27 | 1.27 |
| Germany | 1988 | 12.27 | 1.27 |
| Italy | 1988 | 12.27 | 1.27 |
| Japan | 1988 | 12.27 | 1.27 |
| Netherlands | 1988 | 12.27 | 1.27 |
| Spain | 1988 | 12.27 | 1.27 |
| Sweden | 1988 | 12.27 | 1.27 |
| Switzerland | 1988 | 12.27 | 1.27 |
| UK | 1988 | 12.27 | 1.27 |
| USA | 1988 | 12.27 | 1.27 |

CONVERTIBLES

| Country | Issue | Yield | Premium |
|-------------|-------|-------|---------|
| Austria | 1988 | 12.27 | 1.27 |
| Belgium | 1988 | 12.27 | 1.27 |
| France | 1988 | 12.27 | 1.27 |
| Germany | 1988 | 12.27 | 1.27 |
| Italy | 1988 | 12.27 | 1.27 |
| Japan | 1988 | 12.27 | 1.27 |
| Netherlands | 1988 | 12.27 | 1.27 |
| Spain | 1988 | 12.27 | 1.27 |
| Sweden | 1988 | 12.27 | 1.27 |
| Switzerland | 1988 | 12.27 | 1.27 |
| UK | 1988 | 12.27 | 1.27 |
| USA | 1988 | 12.27 | 1.27 |

More share prices
The following companies will be added to the London and Regional Price Index from tomorrow and will be published daily in Business News: Commercial and Industrial Brokers Holdings.

BRJAM GROUP
Current trading leads chairman, Mr. John Apythorpe, to be confident that the group will achieve further record profits this year.

Results this week

TODAY: Finals: Dowding & Mills and Glaxo, Interiors: J. Coral, Dupont, IDC Group, S. Jerome, Thos. C. Keay, M. F. North, Reed Executive, Rockfords Group, Smith & Firestone, Stacey, Storey Bros, Tarmac, Tricentral and UDS Group.

Weekly list of fixed interest stocks

| Stock | Price | Yield |
|-----------------|-------|-------|
| Admiral 10% Deb | 45.5 | 4.5% |
| Admiral 10% Deb | 45.5 | 4.5% |
| Admiral 10% Deb | 45.5 | 4.5% |
| Admiral 10% Deb | 45.5 | 4.5% |
| Admiral 10% Deb | 45.5 | 4.5% |
| Admiral 10% Deb | 45.5 | 4.5% |
| Admiral 10% Deb | 45.5 | 4.5% |
| Admiral 10% Deb | 45.5 | 4.5% |
| Admiral 10% Deb | 45.5 | 4.5% |
| Admiral 10% Deb | 45.5 | 4.5% |

Wall Street

New York, Oct. 11.—The New York stock market scored its third consecutive day of gains today in moderately heavy trading.

The Times Share Indices

The Times Share Indices for 11.10.74 (base June 2, 1964 = 100)

| | | | | | |
|----------|----|-------|----|--------|--------|
| Do 8 1/2 | Ln | 91.46 | .. | 50 1/2 | 51 |
| Do 7 1/2 | Ln | 81.86 | .. | 54 1/2 | 55 1/2 |



CBI heading for more trouble in regions over lack of consultation

Malcolm Brown

The Confederation of British Industry may be heading for more trouble with its regional organisations. Fears were being expressed at regional level over the weekend that the CBI leadership will go ahead with discussions with the Government before allowing sufficient time for detailed consultation with membership.

These latest signs of mounting discontent in the regions follow criticism that the CBI leadership handled the run-up period of the election ineptly.

Much of the discontent can be traced back to the September meeting of the CBI's general council. It is understood that during that meeting a controversial proposal that the CBI should publicly comment upon the three party manifesto was rejected. The proposal was apparently put forward following discussions between regional chairmen.

Influential members of the CBI are also disturbed at what they consider to be a virtual

clamp-down on confederation officers during the election. It seems that officials of the CBI were instructed to take an apologetic stance during the election period and these instructions appear to have been passed on by officials to industrialists who wished to speak out on a CBI platform before the election.

The seriousness of the criticism from the regions is underlined by the speed with which the CBI expects its membership to endorse a proposal on a complicated aspect of tax law which is crucial to company liquidity.

On Wednesday, the CBI general council will be asked to ratify a decision that the confederation should press the Chancellor of the Exchequer for fundamental changes in the treatment of corporate taxation for tax purposes.

The proposal that the Government should be pressed to move to the Swedish system on stock appreciation was made only last Friday at the confederation's executive committee, leaving only two working days for the regions to discuss the matter before they commit themselves.

Ministry concession on food price controls

Hugh Clayton

A concession made by the Government, before the general election, to meet retailers' objections to its plan to control shop prices of subsidised goods by statutory Order, was announced at the weekend by the Department of Prices and Consumer Protection.

In August the Department proposed freezing retail cash prices on bread to the level prevailing on a base date previously fixed for March 20, with a rise in that month to take account of a percentage floor which would be added to prevent the cash margin control from biting too harshly.

But now the plan has been moved a stage further towards a position favourable to retailers, the Department confirmed.

A spokesman stated that Mr Williams, Secretary of State for Prices and Consumer Protection, had written to retail

leaders saying that prices of all subsidised foods would be pegged on a percentage basis.

Asked about bread, the spokesman said that the plan for cash margin control on it had been superseded by the overall percentage curb.

This means that if future wholesale prices rise on any subsidised food, are not absorbed by further subsidies, then retailers will be allowed a larger increase in mark-up than would have been possible under cash control.

The Department added that the Multiple Food Retailers' Association had been instrumental in winning the concession. It was this group, working through the Retail Consortium, that won a transfer of control of all shop prices from cash to percentage margin controls in the price curbs operated by the last Conservative Government.

Higher costs force hotels to raise tariffs again despite risk of losing customers

Patricia Diddall

Hotel companies are being forced to risk losing customers, despite a poor holiday season, by raising their tariffs because of higher costs.

English & Overseas Hotels, a Ladbroke subsidiary, increased tariff 17 per cent at the beginning of last month. Trusts such as Forte also brought in 10 per cent increase in October.

Other big hotel groups, including British Transport Hotels, have applied for increases to the Price Commission.

British Transport Hotels was allowed a rise in July but the added revenue almost immediately wiped out by higher wages. The current application is to meet dearer raw materials. It is estimated, for instance, that food bills and wages are up by at least 20 per cent.

An important extra overhead is the new, large London hotels. Hoteliers complain of swingeing increases in valuations, combined in some instances with higher rates

charges. Grand Metropolitan, for example, has to pay an extra £27,490 a year for its May Fair Hotel in Westminster this year, an increase of 26 per cent. If the Royal Hotel in the London borough of Kensington and Chelsea must pay 19.5 per cent extra.

The group estimates that rates now account for between 15 and 20 per cent of fixed overheads in London hotels.

Step operational cost increases affect the London hotels during a period of dwindling business. The most up to date occupancy figures issued by the English Tourist Board, for May, show that 54 per cent of beds were occupied during the month, down 8 per cent on the previous year. Occupancy totals for the peak months of June and July are thought to indicate an even sharper fall.

This autumn's higher published tariffs will have the effect of widening still further the gap between quoted rates and those actually charged.

Most hotel groups offer special rates to tour operators and large companies. This sum-

Harland aid requirement expected to top £10m

By Business News Staff

Recommendations on the level of support needed to put Harland & Wolff on a more profitable path are expected to be made shortly by the team of experts called in in July to report on the position of the Belfast shipbuilding and engineering group.

The Government is already committed to acquiring a controlling interest in the group, but an exercise which separates it from its plan to nationalise the rest of Britain's shipbuilding industry. Conclusion of the arrangements is expected to be among the Government's priorities in order to achieve a more stable financial position.

Even before the announcement to take a controlling interest, the possibility of top state ownership was not precluded—the Government held 47.6 per cent of the company's equity. Since 1965 more than £47m has been pumped into the group from Government funds and although new management has been brought in by the Conservatives, spearheaded by Mr Iver Hoppe, Danish shipbuilder, in early July, it sought further financial aid from the Government.

The amount required is substantially more than the £10m approved by the Conservative Government in December last year, and the company's financial results, which are expected to be published towards the end of next month, will almost certainly reveal a further heavy loss.

The team which is evaluating the company's requirements is being led by a former Treasury official who has also been involved in investigations into Concorde and the TSR2 programme.

November 30 this year was set as the time limit on the review, ordered by Mr Stanley Orme, Minister of State for Northern Ireland, in the last Parliament. The review embraces the company's management structure, and will examine its £350m order book. The moratorium on new orders has remained in force and the review is designed to produce recommendations which will lead to a reduction of overheads and more realistic pricing policy.

Meanwhile, the legal situation surrounding Mr Hoppe's departure from the company has still to be finally resolved. He "ceased" to be a director of the company early in August and in consequence relinquished his position as managing director. It is not clear whether or not he is entitled to receive compensation since his contract still had some time to run.

Resumed wage talks at key plants this week likely to put social contract to the test

By R. W. Shakespeare

Some of the key sectors of industry return to their wage negotiations this morning. These talks will provide the new Government with early pointers to the strains in social contract will face now that the General Election is out of the way.

The huge Vickers shipbuilding and engineering complex at Barrow-in-Furness faces a strike by 2,000 workers which threatens progressively to halt all operations, and lay off up to 14,000 other workers.

Ford management and the unions today resume negotiations on the controversial pay offer of £5,000 workers, and after this week the Vauxhall management will come under renewed pressure from union representatives to follow Ford's example and concede big increases several months before the existing Phase Three wage deal ends.

Chrysler awaits the results of an inquiry by the Conciliation and Arbitration Service into a claim by its toolroom workers at the Coventry car plants for another big pay rise

a little more than three months after their last settlement. The company has been warned by shop stewards that if the toolmakers get more, demands for a general increase will quickly follow.

British Leyland's concern will centre on whether some of its existing pay agreements can survive their full terms after the recent big increase to 10,000 of its workers at Longbridge, and Ford's decision to scrap its current pay deal while it still had seven months to run.

Meanwhile, union leaders representing some 2,500,000 engineering workers will be meeting this week to discuss reopening negotiations with the industry's 5,000 employers on a new national wages agreement.

However, any firm decisions are likely to be delayed until after the policy-making national committee of Mr Ralph Scahill's AUEW has held its own special conference on the wage claim early next month.

The Trades Union Congress has rejected by all unions of a new company pay

offer. Acting through the district committee of the confederation, the unions have banned overtime in the shipyard and associated engineering works. This morning 2,000 ancillary workers, members of the National Union of General and Municipal Workers, begin an all-out strike.

Two things are in dispute. First, the ancillary workers want to close the pay differential between themselves and skilled men, and secondly all unions are objecting to the management's plan to make a 15 per cent attendance bonus contingent on good attendance and time-keeping.

Management claims that the present offer will mean the ancillary workers have had increases of 35 per cent in two successive wage deals, with rises of between 24 and 27 per cent in the deal now on offer. The company also says that attaching "strings" to the proposed bonus is the only means available to it of achieving the productivity improvements advocated in the social contract.

Unions and the management in Vauxhall will face each

other at a meeting of the company's joint negotiating committee. The management has already rejected demands for an interim pay settlement and insists that the present wage agreement, covering some 25,000 manual workers, must run its full course until April next year.

However, since then Ford has put its new pay proposals on the table and British Leyland has settled for increases of up to £7.50 a week at Longbridge. The Vauxhall union negotiators are thus in a strong position to insist that on a straight "parity" basis the present wage contract must be scrapped.

Chrysler's problems centre on a claim by key tool workers in the Coventry factory that their wage rates have fallen by about 15 per cent below the toolroom average in the area. Rolls-Royce strike: Rolls-Royce factories in Scotland will be shut this week by workers striking over pay. The stoppage, involving more than 9,000 men at the factories, is to back a claim for another £10 a week and other fringe benefits.

A Swedish lesson in marketing for Britain

By Clifford Webb

Britain's specialist steel producers in the mainly private sector are being forced to change their traditional marketing methods to counter the remarkable success in Britain of the Swedish steel group Stora Kopparbergs Bergslags AB.

In the past two years Stora, the world's largest producer of high speed steel, has almost quadrupled its United Kingdom turnover. Last year it budgeted for £7.3m turnover in 1974 but with fewer than three months remaining is already forecasting an increase to more than £8m.

Stora's success is mainly because of its policy—and ability—to maintain the largest stocks of high speed and tool steel in the country. With high speed steel costing around £2,000 a ton and tool steel from £500 to £1,000 a ton, stockholding is very costly. But it has enabled Stora to offer immediate delivery compared with weeks and sometimes months' delay by British producers.

At a time of increasing liquidity, this has enabled British customers to reduce their own stocks to a minimum, relying on supplies from Stora's large warehouse and processing plant at Lye, Worcestershire. So successful is this ploy that Mr Clifford Shaw, sales director of Stora steel, Lye, says there is no evidence that his British competitors are trying to increase their own stocks but are finding it difficult to provide the extra finance.

To reinforce its hold on the market, Stora is spending £500,000 to build new warehouses and to develop its stockholding capability. Mr Berggren, the newly-appointed executive vice-president of Stora, Sweden, visited Lye last week to confirm these plans.

He told Business News: "We have been in Britain since 1960 and unlike some of our rivals we are not going to jump in and out of the market to take advantage of economic conditions."

"We intend to stay through thick and thin."

Japanese look abroad for steel machinery

From Peter Hill

Munich, Oct. 13

Leading Japanese steel producers are turning increasingly towards Europe and the United States to supply heavy steel-works machinery, because of escalating costs in Japan.

Nippon Koka, the world's fifth largest steel producer, has recently sought tenders from West German and American suppliers for both hot and cold rolled strip mills because of the high prices quoted by Japanese companies. In another development, the Nippon Steel Corporation has indicated its intention to buy a large plate mill from Germany in the light of uncompetitive prices quoted by Japanese firms.

Other Japanese corporations are setting up procurement centres in Europe to buy essential components and equipment which have become too expensive in Japan, and reliable sources indicate that in many areas European prices are now some 20 per cent below those prevailing in Japan.

This movement is causing concern to Japanese heavy machinery producers, although they do not regard the present trend as necessarily a permanent feature of trade. The development however is expected to be among the issues to be discussed here this week.

when more than 350 steel industry leaders from members of the International Iron and Steel Institute gather for their eighth annual conference.

The conference will present steel leaders with an opportunity to discuss the present situation and the general prospects for world steel. A major preoccupation will be the impact of higher energy costs on steel production in both the developed and developing countries.

As a result of the vastly increased revenues which the major oil producing states are receiving as a result of the quadrupling of oil prices, there is a discernible shift towards the development of major iron and steel-making complexes in Iran and Venezuela are just two oil-producing nations which have ambitious plans for developing a strong steel sector, which clearly will have important implications for the steel industries of the developed world.

More immediately, the executives of the leading steel companies will be concerned with the pattern of demand for next year. Although demand for steel worldwide has been maintaining a high level throughout this year in spite of the energy crisis, inflation and sharply rising costs, there are indications of a marked downturn in demand in certain countries.



Sir Denis Lawson (above) and his son, Lord Lawson, who are reported to have sued Triumph Investment Trust for over £2m. Sir Denis, a former Lord Mayor of London, was heavily criticized by the Department of Trade regarding profits of £5m he made on sales of shares in the National Group of Investment Trusts to Triumph.

Daimler and Jaguar output at 12-month peak

Nearly 33,000 Jaguar and Daimler cars were produced in the 12 months to September 30, a record despite the three-day week. British Leyland and Star wide-bodied requirements were almost 10 per cent up on the previous year.

"Jaguar is aiming to make at least a similar increase in output over the next year", a spokesman said.

£500,000 BSC contract for computer ware

By Kenneth Owen

Technology Correspondent

Computer hardware and software worth more than £500,000 has been ordered by British Leyland for a new car development project. This development consists of ore, coke and other raw material preparation, together with slitting and pelletising plants.

The computer system will handle process control and information handling. The hardware is based on five Digital Equipment Corporation machines, worth £350,000.

Design and implementation of the process-control software will be handled by computer analysts and programmers. Under a contract worth more than £200,000, overall project management will be handled by British Steel Corporation.

Bonn public spending may counter mass jobless threat

Travemünde, West Germany, Oct. 11.—Dr Hans Apel, the German Finance Minister, announced that the government had prepared public spending programmes in the order of thousands of millions of marks to be used in an emergency if mass unemployment threatened.

He told a businessmen's congress here that the latest developments on the labour market, and particularly the recent rise in short-time working, gave grounds for a new fundamental discussion of the economic situation in Germany and the conduct of the authorities.

But he said there was cause to be optimistic for the future, if all sectors of the community recognised their economic responsibilities and world trade could be maintained.

Dr Apel expected a rise in domestic demand and investment activity next year, not least through the increase in mass purchasing power expected from the government's plans to reform the income tax system from the beginning of next year. Weak domestic demand from the slow rate of economic growth in the first half of 1974, although this was partly compensated for by private and public spending as well as by export demand, the West German Federal Bank said in Frankfurt.

Exports of goods and services rose by one-third in the period and the foreign component of gross national product rose to 4.5 per cent from

2.5 per cent in the same period of 1973, it said in its latest monthly report.

Business councils, including those of imports and labour, contributed to the weak economic expansion and were passed on only in part, leading to a considerable deterioration in company earnings.

Excluding the building and banking sectors, industry investment fell 7 per cent less in fixed assets in the period. Industry's level of own financing rose to 87 per cent from 81 per cent in the same period of 1973.

Overall take-up of credit fell by almost one-fifth to DM21,500m (nearly £3,467m), with the decline occurring solely in foreign borrowing due to a calming of foreign exchange markets and a return to more normal terms of payment.

Domestic borrowing rose strongly because of postal and railway uptake of funds and the need to re-finance export credits.

Business liquidity remained tight due to the unprecedented level of credit granted on foreign deliveries, although the credit was in many cases a pre-requisite of the export orders, the bank said.

Wage drift in the first half of 1974 was marginally negative against a nominal 2 per cent rise in the previous half, with sharp rises in basic rates being converted into lower actual earnings as a result of overtime working, the introduction of short-time and lay-offs in industry.

Australia prepares to lift restrictions on uranium sales

Sydney, Oct. 13.—Australia is expected to release some of its 10,000 tons of uranium for sale overseas in the next few months as a policy switch designed to take advantage of a doubling in price of the mineral over the last 18 months.

The decision to ease a government ban on uranium exports to foreign countries is likely to emerge from a major policy review of the country's huge mineral resources by Prime Minister Gough Whitlam's cabinet.

The review will begin amid controversy involving Mr Whitlam, Mr Rex Connor, his minister of minerals and energy, and the uranium industry, the uranium mining companies and mineral producers.

Uranium—Australia is estimated to possess about a quarter of the world's known reserves in the arid Northern Territory north of a minimum of \$A7,000m (about £3,554m) is at the heart of the row now raging between mining companies and the government.

Private enterprise producers barge Mr Connor with failure to outline a government policy on uranium, gained power almost two years ago, and

accuse him of moving towards de facto nationalisation of the uranium industry, in which British and United States multinational corporations have sunk millions of dollars.

Mr Connor has used his government powers to ban all exports but has recently indicated this may be changed in the near future.

The rationale behind Mr Connor's ban has been to wait for world prices to rise. The rise has taken place—uranium prices have more than doubled in the past 18 months—and Mr Connor told Parliament his policy is to ensure Australia receives "the going world price" for its uranium.

The minister became the centre of a storm that broke as Mr Whitlam was on his way back home from his recent trip to the United States, when he addressed the United Nations general assembly and had discussions with President Gerald Ford and Secretary of State Henry Kissinger.

From the Prime Minister's plane a flurry of reports by Australian correspondents hit the headlines, stating that Mr Whitlam and Mr Connor were split on the issue of a new

national resources policy.

The reports suggested Mr Whitlam was preparing to confront his minerals minister over his alleged lack of policy, and with dragging his feet.

Less than four hours later, Mr Connor publicly denied a split with his chief. Attempting to calm the furor Mr Alan Renouf, the chief of the foreign affairs department, admitted responsibility for briefing the press on the Prime Minister's plan. He said Mr Whitlam knew nothing about it and apologised to Mr Connor.

Nevertheless, Mr Renouf's admission did little to calm the controversy swirling around the Labour Government over the delay in producing a comprehensive policy for exploiting Australia's uranium hoard, and its huge reserves of iron ore, coal, bauxite, nickel and other minerals.

Mining companies say the Government's inaction has stifled the search for, and development of, deposits.

Uranium mining was halted in 1962 when world prices slumped. The previous Liberal government permitted three companies to conclude contracts principally in Japan but also in

Europe and one in the United States.

Mr Whitlam's Labour administration has pledged these contracts will be honoured, but supplies have not yet begun to be delivered because of lack of export permits, which are controlled by Mr Connor's mining ministry.

Uranium companies complain bitterly that Mr Connor has consistently refused to give instructions or have discussions with the industry.

They say they fear Mr Connor, who has announced the government will establish its own uranium processing plant in the Northern Territory, is determined to force mining companies to sell the ore to the government at set prices.

Mr Connor has already announced that any future sales overseas will be on a government-to-government basis.

Reaction from the industry is that it would probably not object to an overall trade agreement between Canberra and Mr Connor, it is apparent new policies are about to be hammered out, designed to enable Australia to cash in on the rise in world prices.

The first hard indication of

an easing of the uranium export ban may come when Japan's Prime Minister, Mr Kakuei Tanaka visits Australia early in November.

"We are anxious to sell", Mr Connor told parliament. "We are anticipating doing business with the Prime Minister of Japan when he comes here next month."

He stressed the future sales abroad would be limited to countries which had signed the United Nations nuclear non-proliferation treaty.

Mr Tanaka's visit is also being eagerly awaited for another reason.

The Australian Government has been attempting to induce the Japanese to supply some of the financing to establish a \$A1,000m uranium enrichment plant. The Japanese have so far shown little enthusiasm for the project.

Whatever the outcome of the current controversy over minerals development and Mr Connor, it is apparent new policies are about to be hammered out, designed to enable Australia to cash in on the rise in world prices.

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Lending rate 11½

The Bank of England's minimum lending rate will be held at 11½ per cent this week. The following are the results of Friday's Treasury Bill Tender:

| Application | £150m | £100m | £50m |
|-----------------|----------|-------|------|
| Bids at 107.27% | 250 | 250 | 250 |
| Prev week | 107.26% | 250 | 250 |
| Average bid | 107.265% | 250 | 250 |
| Next Friday | £100m | 250 | 250 |

Iran car talks

Tehran, Oct. 13.—Following the Iran National Car Manufacturing Co's unsuccessful negotiations with Volkswagen of West Germany, the company has now started fresh talks with the American Chrysler group and the Iran Fiar concern.

Management

Edited by Rodney Cowton

Unemployment problems

No one doubts that unemployment is going to rise, whichever Government is in power and whatever it does. There is much less agreement about what precise damage unemployment does, and very little about how the damage can best be minimised.

Later this month PEP will be publishing its report on the first national survey of the unemployed in Britain. Conducted by Mr Bill Daniel, whose survey of the fortunes of workers made redundant by the AELI closure at Woolwich dispelled some complacent notions about easy transitions at a place and time of abundant alternative jobs, it contains nothing for our comfort.

When there are 500,000 unemployed, there are many thousands of people in great misery as a result of loss of money, loss of purpose, and loss of self-respect. As a matter of habit, the incidence of distress is unequal between class and class, just as we know that the incidence of unemployment is unequal between one part of the country and another and one sector of employment and another.

If the problem was purely economic, one would have to accept as a matter of luck or the random operation of the system, that the discomforts of people at the margin of the employment system are a necessary price to pay for preventing the breakdown of the system itself. In economic terms, it would be better to let unemployment rise high and increase unemployment benefits as a palliative, which would both diminish personal hardship and keep a reasonable amount of money in high-unemployment areas, while encouraging redeployment to occupations and industries where there is a clear and continuing need for more workers—mostly in services rather than in production.

The main exception is North Sea oil, and the evidence is that the labour market has served the demands of this obvious new area of employment as well as could be expected, and better than most people did expect.

But the problem of redeployment is in general a different one. It means finding ways of encouraging people to move from run-of-the-mill work that they have become used to, that has become part of their

identity, to other run-of-the-mill work that they may not have thought of, and will not find particularly attractive even when it is brought to their attention.

When the number of people out of work rises, there is not much that the employment services can do except counsel and guide. The number of people obliged to consider a move goes up, the number of potential moves declines.

Something of the same dilemma afflicts the Manpower Services Commission and its subsidiary, the Training Services Agency. Training while unemployed for example has less heart in it if there is no job to go to at the end of the course. Training is specific; it must be purposive; it requires an outlet, and without an outlet, readiness to go is as much the result of episodic and intermittent employment as of any other factor. It was probably the most important single cause.

The best preventative of the declining morale and wasted training is maintaining a link with one's habitual place of work. Training budgets tend to be cut when workers are being laid off; this is a perfectly natural thing to do if you believe, as our conventions declare, that wage costs are current costs and the connection between a manual worker and his company is merely financial.

Redundancies also tend (or at least one of the managers' objectives will be) to raise slightly the overall level of skill among employees. When business picks up, companies return to the

labour market demanding a higher level of available skill when their own collective actions have depressed it. Most of the industrial training boards have now developed measures to keep their industries training even in hard times, with special grants and sandwich courses. As the TSA builds up its capacity, they are able to offer a vastly wider scope of courses, and there are now more places available in further education colleges than in skill centres (the renamed government training centres). The list of courses available to industry under TOPS (the training opportunities scheme) now covers many pages.

One would expect increasing attention to finding useful work for elderly unemployed, but out of their jobs either by recession or by the increasing speed and agility demanded in the industries where they have spent most of their working lives.

One would expect industry to think at least as much into the medium term about their workers as about their investments and finances, and many power planning for some notionally number of standard hours required in 1976 is not enough. The deal with the present and future providers of the standard hour will have to be more explicit.

Some time ago the youth employment services established a meagre scheme to provide youngsters with apprenticeships on short commons in other areas. About a third of all the apprentices who took advantage of it came from the Highlands and Islands of Scotland, with less than 3 per cent of the British population. The scheme cut no ice in Sunderland, or even Dundee.

In the Highlands and Islands, the tradition of the lad of the pair, bettering himself away from home on a diet of oatmeal, puritan pleasures and salt herring is not dead. We need to ask at what level a similar tradition can be resurrected in the hundreds of decayed working communities where we need it.

Innis Macbeath

Innis Macbeath is Plowden Professor of Industrial Relations at London Business School.

A powerhouse of ideas with Sir Frederick

In the triumvirate that represents the ownership and running of British industry—the Confederation of British Industry, the Institute of Directors, and the British Institute of Management—the BIM looks like becoming much more of a powerhouse of ideas in the next few months.

This is the overriding impression one carries away from a conversation with Sir Fred Catherwood, one-time director general of the National Economic Development Council, who ten days ago took over the BIM chairmanship.

One of the reasons why in June he gave up the managing directorship of the John Laing group was to be able to give a substantial slice of his time, at least for an initial period, to BIM affairs.

He is still on the Laing board, is taking on other directorships but at first may well spend up to half the working week effectively at BIM.

What excites Sir Fred is the thought of all the hard, practical experience of business affairs waiting to be tapped more fully in the 40,000 or so members of the BIM.

He explained: "I learned from my experience at Neddy that you operate much more successfully if you get industrial experience, and not just themselves. Get some theorists on to a problem and what you can easily get is the thesis from a book written five years before based on experience going back 10 or 15 years."

The industrialist is the one who has to be looking and planning five to 10 years ahead. It is the difference between the academic and the practical man.

The Catherwood plan is to set up a number of working parties to put together the fruits of the total experience of BIM members. That way the many pressing issues of the day can be explored.

But he declines the "think tank" approach. He pointed out: "The BIM has a fairly tightly controlled budget and there is no vast central staff to be harnessed to research."

This articulate thinker on ways of running industry already has a rough set of priorities in mind. One inquiry

he would like to pursue is the thought that the dis-economies of scale in the large single organization are such that the creation of smaller units is the logical outcome and should now be the target of management philosophy and practice.

Sir Fred explained: "At Neddy we did some informal studies after the great mergers wave of the sixties and although one identified a number of specializations there appeared to be no substantial economies of scale particularly when companies were simply conglomerated. There were strong feelings then that mergers were a sort of results in themselves, but eventually you had to get down to running the companies and nobody could."

Dis-economies of scale on the other hand emerged with factors like extreme remoteness between those at the centre and the periphery of such organizations. Managers accustomed to one industry would export to a different industry the folklore of the first industry, with the sort of results one would expect. Difficult labour relations sprang from those at the top being so remote from those at the bottom of the ladder that a personal relationship was impossible.

The economics of shop floor power is another focal point for Sir Fred. He believes that, basically, an economic rather than a political phenomenon because the concentration of industry allows a few people, without the permission of unions, to use the bottleneck technique in stopping a production line.

Creation of smaller units—as Saab and Volvo have to some extent done in motor production for instance—reduces the disproportionate power leverage of any group of workers.

Sir Fred added: "There are other things. I rather suspect we do not put enough weight in the management of the firm. In manufacturing industry decisions tend to be taken high up so that the authority of the foreman on the line is eroded to practically nothing. Yet we British held an empire by letting the district officers wield power."

Derek Harris

LETTERS TO THE EDITOR

Doubled regional employment premiums a shock on Humber

From Mr R. M. D. Dunston

Sir, We are one of the organizations forming the shipbuilding complex in the Humber area, and for many years this area has established itself as the leading producer of small ships in the United Kingdom.

We have continuously deprecated regional policies whereby shipyards in the development areas are allowed far greater encouragement for growth by way of grants on plant and machinery, regional employment premiums, and contract preference schemes, than those of us in the partly assisted areas.

We are quite shocked over the recent government decision to double regional employment premiums from £150 per week per man to £300. This means that on the REP basis alone a yard in a development area employing 500 men is immediately £75,000 a year better off than a yard in the partly assisted area. This is a sort of bonus now handed out to shipyards competing with us in areas like Aberdeen where the unemployment percentage is 1.5 per cent compared with 4.6 per cent in the Hull travel-work area.

Yet, the whole idea behind REP was to create employment in a high unemployment area. Why then should Aberdeen, now basking in oil-rush wealth, continue to be the receiver of public funds while we in this area who have a long record of sound management and high quality workmanship appear to be not worthy of equivalent treatment?

Being an intermediate area

we qualify for 20 per cent grant on new industrial buildings, as do those in development areas but we are denied the 20 per cent grant on plant and machinery available in the latter areas. When measuring the disparity here it must be remembered that in the manufacturing industry the ratio of plant and machinery to buildings is in the order of 4:1. On this basis a new shipbuilding complex costing say £5m would qualify for a grant of £200,000 in Humber but in the development areas a similar scheme would qualify for a grant of £1m.

The contracts preference scheme is a particularly objectionable device whereby government departments, nationalized industries, and other public bodies place contracts in the development areas in preference to the partly assisted areas. Furthermore, if the contractor in the development area is not competitive compared with a firm in a lesser-assisted area then the former is given the opportunity of tendering again for up to 25 per cent of the contract. This is grossly unfair to the efficient firms outside the fully-assisted areas.

Successive governments have recognized that the shipbuilding industry is a special case for consideration. For example shipbuilders relief and the tapering grants scheme apply to all shipyards no matter where they are situated.

A very significant change in government attitude towards shipbuilding occurred last year when it was recognized that a big increase in output per man

was a vital necessity and on that basis the Government would provide favourable loan terms for modernization schemes in the assisted areas. Today it is a usual qualification of providing more jobs. Thus, the fundamental reason for the regional system has been removed from shipbuilding and therefore it is wholly illogical and unreasonable to continue with the situation whereby shipyards are treated differently.

The craft of shipbuilding has survived in Humber for hundreds of years. Today it represents a vigorous sector of the local industry with the international reputation as builders of fine ships. But we fear that unless we are given absolutely equal opportunities as our competitors in the fully-assisted areas we will not be able to finance the continual modernization of our shipyards, so vital a process to our future well-being.

We therefore urge that immediate attention be paid to the local shipbuilding problem and that consideration be given to asking for—is established by the following corrective action. The creation of a modernization fund for each yard equivalent to REP receipts had the yard been situated in a fully assisted area. Extension to the local yards of the 20 per cent grant on plant and machinery; abolition of the contracts preference scheme.

Yours faithfully,
R. M. D. DUNSTON,
Chairman,
Richard Dunston (Hessle),
Hessle, Yorkshire.

Parochial thinking cramps industrial recovery

From Mr Michael Ward

Sir, I was surprised to read (*The Times*, October 7) of the West Midlands County Council's concern that "all types of investment in the west Midlands region exhibited a marked decline in the late sixties relative to other regions". This is precisely the sort of parochial thinking which is holding back industrial recovery in the depressed areas of Britain.

Since the introduction of industrial development restrictions in 1960, all but a handful of south-east and Midlands industrialists have been left with no option but to stagnate where they are, or expand in the areas

of opportunity—away from costly staff, dirty ports, noisy motorways and airports; and with considerable grant assistance available.

With Britain's growing foreign exchange advantages the retention of these industrial control policies should soon bring a further benefit. Enough of our original and Victorian factories buildings and plant will have been preserved to make the west Midlands a major tourist attraction in its own right.

Yours faithfully,
MICHAEL WARD,
32 Middleton Road,
Shenfield Road,
Brentwood,
Essex.

Motorist's plea to car insurers

From Mr K. Burrow

Sir, Will one or more of the larger insurance companies please publicly advise the two motorists should be involved in a slight but nevertheless costly accident. In particular I am thinking of the situation where only one of the cars is damaged.

Insurance policies insist that "any person claiming to be indemnified shall not make an admission of liability". This says my car is stationary and run into by B. We exchange names but he will not sign a written slip of paper saying "I did it" because his insurer tells him he mustn't. I rate the matter to my insurer who says they "will try to claim the third party's car was your fault" but by then a third party is probably a few miles away, it's 10 days later and he's beginning to think he can get out of his responsibilities by hedging—or being downright dishonest. Eventually my insurer says "sorry chum, you've lost your no-claim bonus".

Often there are no witnesses but I wonder if it wouldn't be sensible to ask the "third party" to wait (—can he be required to?—) until a police officer is found and brought to the scene. Should other motorists be kindly to the possibility of blocking the road for half an hour or more so the officer could see the precise position of the cars?

When the slightest dent does days cost £15 to £20 to get repaired it is more than necessary that honesty should prevail and this is more likely to do so at the actual time of the incident when the guilty party knows he's guilty and hasn't had second thoughts about it.

Conclude now, insurers, let have some honest and realistic advice as to how each motorist should handle the situation. Yours faithfully,
K. BURROW,
1 K View,
Ponteland,
Newcastle upon Tyne.

Two aspects of the White Paper on pensions

From Mr G. D. Gwilt

Sir, Mr Liddington's letter (September 30) invites comment on the provision of state pensions.

There are two aspects of the White Paper "Better Pensions" which I think should be more widely realized. One is that present pensioners and those retiring within the next few years would receive little or no increase in their pension in real terms. Two million pensioners would still have to rely on supplementary benefits for some time to come.

The second is that, when the scheme neared maturity at the turn of the century the extra annual amount of retirement pension, about £1,500 in today's terms, would be entirely earnings related pension. This means that the lower paid, when

they retired, might still receive a pension which is below subsistence level. If instead the whole of the £1,500 were put to increasing the basic pension this could be raised to about 50 per cent of national average earnings (for a married couple) which is thought by many to be about subsistence level.

Is it not odd that a Labour Government should put forward a scheme which distributes more to the better off while still leaving substantial numbers below subsistence level? Yours faithfully,
G. D. GWILT,
Standard Life Assurance
Pensions Department,
Rillott House,
Hillside Crescent,
Edinburgh, EH7 5EN,
October 7.

What Germans pay for postage

From Professor Michael Balfour

Sir, A letter to Germany, if posted in Britain, requires a stamp for 5p. But if it is posted inside Germany, it requires a stamp for 50 pfennig, roughly 8p.

What are the real costs of the two operations, and who is losing on the difference? Yours faithfully,
MICHAEL BALFOUR,
Wainell Cottage,
Swan Lane,
Burford, Oxon.

A Norwegian tonic for the North

With a courtesy that has become almost a national characteristic of Norwegians, Mr Jacob Frønes, chairman of the Export Council of Norway and commercial councillor at the Norwegian Embassy in London administered a shot in the arm to northern industrialists last week.

In the process of forecasting increased investment by Norway in the United Kingdom and future joint enterprises between companies on both sides of the water, he debunked suggestions that Britain might be gasping her last on an economic deathbed, and pointed the way to a recovery that he said would surprise the world.

Mr Frønes's observations certainly made a pleasant change from the daily dose of liquidations, cash flow crises, freeze forecasts and general gloom without which the economic scene in Britain never seems complete. He was addressing exporters and importers at a conference sponsored by the Leeds Chamber of Commerce, the Export Council of Norway and the Importers Club (Norway) designed to promote increased trade between the two countries in both directions.

From the views expressed by various speakers at Leeds it is apparent that Norway is passing through a period of boom. Investment in high production is increasing and unemployment is down to an unprecedented 0.4 per cent. Taxation in Norway is the process of being reduced, which can only mean that real income would be improved and the consumer markets as well as the industrial markets will be wide open for enterprising British exporters.

Industry in the regions

After hearing from one leading Yorkshire exporter that Norway was such a small market that he could not afford to spend even one day at the conference, Mr Frønes attempted to put the record straight. He pointed out that Norway was one of Britain's largest customers buying as much from Britain as Japan and as much as all the eastern block put together, including Russia. The total Scandinavian market, he said, was second only to that of the United States and imported more from the United Kingdom than France and Germany put together. The Norwegian market was still expanding and in the first six months of this year imports from the United Kingdom had increased by more than 30 per cent compared with the corresponding period last year.

Opportunities for northern industrialists to export to Norway were trumped home by Mr Rolf Wilhelmsson, managing director of ICI Norway. Although Norway is the fifth largest country in Europe it has the second lowest population at 3.9 million. The annual increase in gross national product is 5 per cent, second highest after Spain. Total exports and imports

account for 40 per cent of the gnp, an indication of the importance of foreign trade to the Norwegian economy.

Total imports into Norway from Britain in 1973 amounted to 4,089m kroner (about £14m) and Britain headed the import league. She shipped to fourth place in 1973 and in the first six months of this year has covered the third place with 2,287m kroner—less than half the figure of Sweden who is now first, and a little over 1,000m kroner behind West Germany in second place.

One field in which great expectations are held in North Sea oil and associated activities. The Norwegians feel there is a wonderful opportunity to be taken advantage of in the form of joint ventures, licence agreements and sub-contracting. They even suggest that commercial and industrial progress may be fostered by Norway investing substantially in Britain.

A number of joint enterprises in this field have already been undertaken. Anglo-Norwegian consortia have been formed for the ownership and operation of drilling rigs. Fred Olsen and the Aker shipbuilding group are establishing a yard for offshore structures in the Hebrides, and the British Mowlem company is to build Norwegian-designed production platforms in the United Kingdom.

Trade between Norway and Britain has been built up over generations. There is every reason to suggest that it should now stabilize and then increase. Exchange rates favour British exports to Norway and

Ronald Kenyon

Ego-states that can lead to smooth business relationships

Transactional analysis is a term which would probably be widely recognized and understood in the United States, but which is as yet not generally familiar in this country and which would almost certainly be totally misunderstood by anyone encountering it for the first time. But this situation is about to change, and it has at least an outside chance of becoming the next vogue expression in management jargon.

Of itself transactional analysis has nothing specifically to do with management. The term does not relate to business deals, to buying and selling, to borrowing and lending, to any of the situations which we would normally refer to as transactions. It

is in fact a system of psychology which can be used to facilitate good relationships between individuals.

It was developed by Dr Eric Berne, and popularized in his book *Games People Play*, and still further popularized in the United States by Dr Thomas A. Harris' *I'm OK—You're OK*.

It is based on the hypothesis that each individual's behaviour is determined by three "ego-states" those of "parent," "child" and "adult"; that we all possess these ego-states, and at any given time will be acting under the impulse of one or other of them.

The theory is based on the assumption that from each of our death none of our experiences

is lost, but are stored, and remain stored with great precision in our brains. Even though the great majority of them will not be subject to normal circumstances to conscious recall, they influence our subsequent behaviour.

The "parent" ego-state acts under the influence of our experiences before the age of five, which are predominantly means under the influence of our parents and immediate family. In mature life this tends to be reflected in authoritative behaviour, in our prejudices and so on.

The "child" ego-state covers feelings such as joy, anger, and responses such as spontaneity, creativity, playfulness. The "adult" ego-state includes our

capacity to reason, to ask questions.

With little training it became possible to recognize under which ego-state a person is acting, and then to adjust one's own ego-state and so to respond in such a way as to have an effective "transaction" with the other person.

Given that business is based on relations or "transactions" between individuals, a simple means for influencing behaviour so as to maximize the smoothness of relationships would obviously be of great value. The proponents of transactional analysis hold that it provides just such a method. It is beginning to crop up as a subject for study in many company, BIS-Deltak, is now

offering audio-visual training packages using transactional analysis aimed specifically at the work place. It is argued that it has applications wherever people have to deal with each other: in banks, shops, hotels.

BIS-Deltak are offering two courses one dealing with "customer contact" which has five modules, and takes all told 10-12 hours, and one on "management of the work place" which takes about 20 hours. There is no reason why the basic methods cannot be learnt in such courses. But what management will want to be sure of is that once having learnt these techniques the staff would then make use of them.

Rodney Cowton

Bantustan labour drive by mines

From Our Correspondent Johannesburg, Oct 13

A drive to recruit 50,000 black South Africans a year as mine labour is to be launched by the Chamber of Mines. It will be concentrated on the growing numbers of unemployed in the Bantustan homelands.

The drive, announced in Johannesburg this weekend, is designed to provide a buffer against the growing shortage and possible large-scale boycott of labour recruited in neighbouring black states. It comes on the eve of publication of reports of gold mines for the September quarter, which will show that many of them are subject to two-way pressure on earnings—higher costs and lower gold revenue.

Output has suffered in some mines as a direct result of the labour shortage. A total of 72.35 per cent of labour on the gold and platinum mines came from outside the country.

Last year the gold mining industry employed 344,370 foreign Africans. A total of 72.35 per cent of labour on the gold and platinum mines came from outside the country.

Dr Alex Boraine, part-time labour consultant to Anglo American Corporation and an MP for the anti-apartheid Progressive Party, said this weekend that the labour position could get much worse.

The possibility that political action by Malawi and Mozambique could almost halve the mining industry's black labour force could not be ignored.

Details of the chamber's recruiting plan have still to be worked out. Mr Tony Fleischer, general manager designate, said the intention was not to "ease out" foreign labour.

"On the contrary, we shall take all the labour we can get," he said. The object of the drive would be to bring to the attention of unemployed blacks in South Africa's Bantustan homelands the level of wages that could be earned in mines.

Yorkshire development riding high

By Our Northern Industrial Correspondent

Amid all the gloom and stock market panic, Yorkshire and Humber's industrial performance is proving remarkably resilient, according to the Yorkshire and Humber Development Association. A recent survey revealed that inquiries for factory sites are increasing. Almost three quarters expect to launch a clutch of important projects before the end of the year.

Dr Iain Stewart, director of the association said no slump can be detected in applications to the Department of Industry for selected assistance under the industry Act. Between May and July nearly £2m was offered to 62 companies. Since the introduction of this form of incentive two years ago, there have been 250 offers worth £4m. The estimated new employment likely to result

within five years from this total is 15,000 jobs. There are now 125 applications for assistance under consideration, which could produce another 8,000 jobs.

In a digest produced by the association it is noted that the English Industrial Estates Corporation is happy to be embarrassed by the increased demand for its advance factories, and is pressing ahead with the inevitably slow business of securing sites.

In fact, work is about to begin on sites being acquired for factories at Normanton, Barnsley, Bridlington and Rotham. Thorne Electrical Industries are completing a deal for the purchase of 18 acres at Scunthorpe for its subsidiary, Thorne-Ericsson Telecommunications.

The site is not far from Immingham to which will come container ships from the associated Swedish factories of LM

Ericsson. The association says a substantial manufacturing plant is to be built, with initial development completed by autumn, 1975.

A small advance factory near the main site will handle recruitment and training with a view to starting production by January, 1975 of sub-assemblies for Ericsson's telephone exchange equipment.

By spring, 1975 training will start on final processing of other telecommunications systems usually imported for distribution in the United Kingdom by a Thorne-Ericsson subsidiary. The new plant will replace an existing factory at Rochester.

The Thorne-Ericsson sales subsidiary had orders in the private sector for 100,000 units of £7m at the end of June. The new manufacturing unit will enable the company to compete more effectively in home and export markets.

Abu Dhabi participation oil pacts

Abu Dhabi, Oct 13.—Foreign

partners in Abu Dhabi's two main oil-producing combines will buy back at a reduced figure of 93 per cent of the world's 80 per cent of the state's share of the output in the last quarter of this year.

Mr Mans al Otaiba, the United Arab Emirates Petroleum Minister, announced the figures after signing agreements last night with the Abu Dhabi Petroleum Co and Abu Dhabi Marine Areas.

The amounts of participation crude to be brought back by the Government's partners in the combines are 360,000 barrels a day in Abu Dhabi Petroleum and 168,000 barrels in Abu Dhabi Marine Areas.

The other 20 per cent of Abu Dhabi's share of production from its 60 per cent holding in the two companies taken this year—will be marketed independently by the Abu Dhabi National Oil Co.

In the third quarter the "buy back" price here was 94.8 per cent of the posted price. A similar reduction to 93 per cent was applied recently when Kuwait settled with its foreign partners arrangements for the quarter starting on October 1.

The foreign partners in Abu Dhabi Petroleum are British Petroleum, Royal/Dutch/Shell, Mobil, Exxon and the French CFP. Those in Abu Dhabi Marine Areas are Compagnie Française des Pétroles, BP and the Overseas Petroleum Company of Japan.

Smelter project for Dunedin

Geneva, Oct 13.—Swiss Aluminium Ltd has confirmed that it is in the early stages of negotiations to build an aluminium smelting plant near Dunedin, New Zealand.

According to Wellington reports the proposed plant would be 50 per cent owned by the Swiss company, with the New Zealand Government taking up 25 per cent, and the remainder of the capital to be raised by public subscription. Capacity of the plant will be 100,000 tonnes a year.

Mr Eberle calls for economies as oil price curb

Mr William Eberle, executive director of the United States President's Council on International Economic Policy, said at the weekend that economic "belt-tightening" by the United States and Europe should eventually result in cuts in oil prices.

Speaking at the American Embassy in London, Mr Eberle said there was a need to reduce inflation by curbing imports. "Hopefully," he said, "as the demand decreases for the Organization of Petroleum Exporting Countries the traditional laws of supply and demand will apply."

"And hopefully some time in the future there will be a lowering of oil prices."

Mr Eberle said the oil question and a reduction of imports had arisen in discussions with British officials. But "we would not intend that Britain should cut back the productive capacity of her employment. What we are concentrating on is waste and excessive use of electricity, and where there can be cutbacks without hurting capacity."

Business appointments

Mr P C Boon promoted Hoover deputy chairman

In a group of board appointments announced by Hoover, Mr P. C. Boon has been promoted to deputy chairman.

Mr C. A. P. Mabbott has been appointed managing director of Mardon Wrappings. Mr F. B. Greenwood has become a director of Brook Motors. Mr David A. Brooks has been appointed company secretary of A. C. Nielsen Company in place of D. Donovan, who remains on the board as financial director. Mr Geoffrey Kitchen has joined the board of private bankers Morris Wigman.

BY THE FINANCIAL EDITOR

Equities: international and domestic provisos

Following an election campaign in which it seemed fashionable to come clean, or at least reasonably clean, about the kind of economic problems lying ahead, it is probably time that I brought my own skeletons out of the cupboard for market testing. While this column's 1972-73 track record for market prediction was, by and large, nothing to be ashamed of, I admit that the current year has seen things a somewhat awry. True, a fall in the FT index to around 270 in the early months of the year was right in line with my New Year prediction. But the mistake came later in suggesting selective purchases below 50.

Now, with the index nearly a quarter lower, prediction hardly holds very much water. Certainly the election result itself takes us no closer to seeing a light at the end of the tunnel—though the fact that there is clearly no popular mandate for left-wing extremism is only to be taken as encouragement. What really matters is, first, that the Government really does have moderate enough to achieve consensus backing for its policies, second, that its policies retain the support of overseas backers; and third, that both the national and international economic scenes show signs of shaping up favourably for the next six months or so—starting, as far as the market is concerned, with the Chancellor's November Budget.

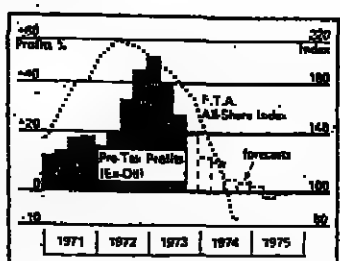
To the optimist, in fact, it does not seem totally impossible to start drawing up a reasonably attractive scenario from this point onwards. It could be built upon a modest and carefully guarded expectation of relaxation of some of the government-enforced pressures on corporate profitability and liquidity, the viability of the fiscal control, clear signs that a rate of inflation was starting to fall (however slowly) and, finally, progressive steps to reduce the pressure on the international monetary front.

Understandably, this is hardly a kind of scenario that many managers are as yet prepared to put their faith in. Short term, barring any fresh facilities in the Middle East, I should be looking for a modest lift ahead of next month's Budget. Beyond that, I would prefer to reserve judgment.

nationalization precedents and respects

Meanwhile, as the last of the election results trickled in, on the day, two schools of thought were emerging in the City over likely terms of compensation for shareholders in the event of their nationalization by the Government. The more optimistic school leaves the door open for a term which will be in inverse proportion to the final size of Labour's Parliamentary side.

On the other hand, there is a school of thought which, given the current liquidity situation in industry, nationalization may go hand in hand with a rescue operation in many cases. If so, attempts may be made to justify state takeovers at a discount and to fudge



the issue of whether government policies have brought about the need for a rescue.

No one believes that in the present political climate that nationalization terms will provide anything like the stock market bonanza that steel nationalization brought in 1967, even after the initial compensation provision had been revised downwards.

Then the formula for compensating holders of securities in the 12 private enterprise steel companies being renationalized was on the basis of the average Stock Exchange quotation over a 61-month period. Payment was in the form of a short-dated gilt. Even after the base dates were changed to meet rank-and-file protests that the Cabinet's original terms were too generous, the final terms valued the industry at £20m more than the stock market did when they were announced.

However, the Labour Cabinet has changed since then and, not least in this context, by the inclusion of people like Mr Benn. So, no one is expecting that the British National Aerospace Corporation, the National Shipbuilding Corporation, the National Port Authority or the National Enterprise Board would be anything like so generous in compensating shareholders of companies they may ultimately bring into their fold.

One of the firms of City accountants involved in previous nationalization negotiations suspects that where the Government is asked to provide financial aid to ailing companies it may not only insist upon equity stakes but may also demand some writing down of the existing capital and assets, to the obvious detriment of the existing shareholders.

Presumably it would produce some sort of outcry, in which case the shareholders of Labour-owned majority might produce better terms. It might also allow moderates like Mr Harold Lever to implement his plan for medium term credits to industry and thus perhaps raise the value of existing equity holders' stakes again before they are bought out.

City opinion would certainly be opposed to any application of a straight earnings multiple based on current market levels in valuing target companies. The least they would look for is a combination of an earnings multiple and asset value, even if the argument that the Government should pay a premium like any other takeover bidder is unlikely to impress Whitehall.

There are certainly plenty of precedents for the Government to adopt a flexible formula. In the case of the coal mines, a global sum was fixed for the industry, based on an aggregate sheet total and a valuation of coal reserves. This sum was then apportioned between the geographical coalmining areas, and finally individual mines who retained accounts

to argue their case before special tribunals.

In the road haulage industry, a national profit per operating mile was fixed and the extent of that mileage was determined by an operator's licence. A multiple of these earnings, plus fleet valuations, were incorporated in company valuations. And even the steel industry formula was variable where special factors had depressed the base period share price. Whatever the final formula adopted, clearly be anomalous, as evidenced by Vickers, to take just one example. The book value of its nationalization-prone shipbuilding and airframe interests is probably around £40m against a current market capitalization of £38m for the whole, including specialist engineering interests.

Scrip issues

Is there any point?

Having explained to shareholders that distributable profits were at a level at which it would be inappropriate to recommend a final dividend, Lord Merthyr Securities last week went on to explain to shareholders that instead they were to get a one-for-ten scrip issue. How satisfactory LMS thinks that is as an alternative to its shares is not clear, but according to a study of scrip issues prepared for the Research Committee of the Institute of Chartered Accountants, the practice of making such issues not only does shareholders no good but can be a positive burden upon them.

Its fundamental point is that scrip issues have no effect on share prices in either the short, medium or long term, and that since the cost of making such issues is borne by the shareholders, they are a waste of pre-tax profits in a survey of 35 companies—chiefly through stamp duty—they were a futile and wasteful exercise.

Certain points are conceded, however. Most companies question the value of scrip issues in making issues to bring the rate of earnings per share more closely into line with the return on capital and to improve the shares' marketability. Both of these objectives, the study admits, are achieved, but it is only when the company improves neither earnings nor the share price, they are worth-while aims.

Some company chairmen like Sir Anthony Burrey of Debenhams who believes that in a bid to maintain small shareholders' loyalty to display both greater inertia and greater loyalty than big shareholders, will argue that the widening of the share base is a worthwhile pursuit. There is, admittedly, no quantitative evidence to support this view, but the study does say that the number of shareholders registered with a company usually rises after a scrip issue.

However, if the argument is that by broadening the share base companies can take up a more defensive position against the possibility of an aggressive bid, some shareholders may well feel that their own interests and those of the companies in which they invest may not always coincide.

Inevitably, during an election campaign, one succumbs to the fantasy that the result will somehow change things. Now, overcome with the realization that the old era has dawned again, the Government, the Chancellor of the Exchequer and the rest of us have no choice but to return to the economic crisis; and, in particular, what should be the shape of the November budget.

In retrospect, one thing did change during the course of the election campaign. The manifesto bravely declared that "... Labour doesn't go along with the prophets of doom and gloom". Yet the course of the election, Mr Healey came as close as any difference to saying that he had been convinced of the need for a substantial reflationary budget and for rapid action to ease the liquidity crunch facing industry, when the main corporate tax harvest is gathered.

Indeed surprising how long industry, commerce and the country's profession have taken to get really

worked up about the paper inflation of profits (and the taxes paid on them) by the process of inflation. Now there is a real head of steam behind the reform movement, but it is too late to do anything to help the problem of the next several months. There is only one way in which to help the majority of essentially sound concerns; that is effectively to abolish the main provisions of the price control code.

It was always said in those innocent days of the early 1970s that, while you could introduce a wage freeze when inflation was running at 3 or 4 per cent, you could not introduce one when it was running at 8 or 9 per cent; because the arbitrary injustices would be socially and politically unacceptable. With inflation running at its present rate (pace Mr Healey closer to 20 per cent than 8 per cent), the same is true tenfold of price control.

In some cases the machinery of the Prices Commission has been left high and dry. With gramophone records, for

example, market conditions have led to something close to a price cutting war. And much of non-food retailing is feeling the same draught.

But in other areas, the bureaucratic machinery of the Commission can only be increasingly out of touch with the real world. It is said that, in parts of the chemical industry, manufacturers have been able to put their prices up, because they could provide cost justifications, when in normal circumstances they would have been reluctant to make the case, the Price Commission (which some move on commercial grounds. In any case, the Commission's machinery of persuasion by the Health government) represents a much more detailed and pervasive influence in the whole range of private sector industrial and commercial activity than anything adumbrated by Mr Benn.

Yet, if price control is to be relaxed, it must be made to fit into some sort of comprehensive framework of economic policy, to be expounded by the

Chancellor next month. Neither a re-reading of the Labour manifesto, nor recall of anything said by Mr Healey during the election, gives one an impression that this blue-print has been firmly sketched.

Higher prices would depress real demand, which might lead the Chancellor to conclude that he could ease other taxes or increase spending. But he has so far been firmly against "borrowing and printing hundreds of millions of pounds at home, fuelling the fires of inflation". The Heath government made the mistake of going for growth, with public spending and the money supply out of control, while attempting to hold inflation with the prices and incomes policy.

Mr Healey has between now and next month to make up his mind on how Labour will strike this tripartite balance. During the next few weeks, Business News will be looking in detail at some of the elements that he must be including in his calculations.

Hugh Stephenson

Crisis Budget time for Mr Healey

Uncertain programme

"Only two of my predecessors have come in person to call upon the Congress for a declaration of war. I shall not do that. But I say to you in sincerity that inflation, our present public enemy will—unless it is whipped—destroy our country, our homes, our liberties, our property, and finally our national pride—as surely as any well-armed wartime enemy."

"There will be no sudden Pearl Harbor to shock us into unity and sacrifice. But we have had enough early warnings. The time to intercept is almost gone. My friends and former colleagues (of the Congress), will you enlist now? My friends and fellow Americans, will you enlist now?" President Ford addressing a joint session of the Congress on October 8.

The danger in this approach is that there is just no guarantee that the President's appeal will meet with the same overwhelming response needed to smash the current inflation psychology. His own standing in the country has been shaken by the pardon he granted Richard Nixon. With elections on November 5 it is also evident that the Democrats are out to make political capital from the economic crisis and will not respond to the call for a bi-partisan political approach.

The President's detailed programme has undermined the appeal for national support and unity, having given rise to strong criticism that it does too little to alleviate the present hardship of those on low incomes, those unemployed and those facing unemployment. The programme has also disappointed many who expected firmer actions on the energy, prices and wages fronts.

In the event that the President's patriotic appeals will only a mild response than the short term impact of his programme on the economy will be negligible. Longer term much depends on what the Congress does with his proposals and what the numerous special counsils appointed by the President actually do. Since taking office Mr Ford has created a Wages and Prices Council, a Productivity Council, an Economic Policy Board, a National Energy Board and a Labour Management Board.

The President advocated higher taxes to offset the costs of housing subsidies, works programmes, increased unemployment benefits and investment incentives. He hopes to

hold the current budget at \$300,000m, involving a deficit of no more than about \$5,000m. Leading Democrats, however, have already indicated that they want larger tax relief for low income groups, larger public works programmes and lower tax rises than the President proposed. If the Democrats change the Administration's proposals along these lines then the result can only be higher total spending and a substantial inflationary deficit.

The Federal Reserve Board has long demanded spending restraint on the part of the government in return for easing monetary policies. The Fed has eased somewhat recently, probably as a result of assurances by the President that the budget will be held in check.

Significant easing by the Fed, however, will to some extent be determined by the actions the government takes on government spending in the months ahead. It would be a mistake to expect the Fed to relax greatly for some time to come, despite substantial pressures from many congressmen, trade unions, depressed industries and economists.

Weak public responses to the President's calls, combined with slow Congressional action and restrictive Fed policies will almost certainly lead to a deepening of the recession.

For some theoretical economists higher unemployment may appear as a justified price for containing inflation. However, increased social tensions caused by increased unemployment could produce fast radical rethinking of economic policies.

In some urban areas unemployment is already ranging between 10 per cent and 15 per cent. Nationally, unemployment among black people is almost double the average and among black teenagers it is around 30 per cent. The Federal Bureau of Investigation has already stated that crime is increasing because of economic hardship. There have recently been some race riots in Baltimore and Newark.

The warning given here recently by Mr Nathaniel Jones, of the National Association for the Advancement of Coloured People, should not be ignored. He told the President's summit conference on inflation that "unless the current job crisis facing blacks and minorities of this country is relieved, and dramatically relieved, the cities



President Ford: Patriotic appeals to fight inflation.

and states of this nation will experience unprecedented levels of racial and social tensions."

There is now a danger that developments will force the President to reflate strongly, while at the same time imposing tight controls on wages and prices. Social tensions could force the initiation of vast public works programmes that would totally disrupt the Administration's plans for balancing the budget. The Fed could be forced into easing policies greatly to stimulate a depressed economy, but there is evidence of inflation returning to tolerable levels.

In a nutshell there is the prospect of the United States sliding down into the sort of economic difficulties that presently confront Britain.

It would almost certainly have been wiser and wiser for the President to have taken firmer action. The granting of some teeth to the wage and price council, if only the power to delay increases, would have been an improvement over just calling for voluntary restraint.

Proposing mandatory controls on fuel consumption, or curbing fuel demand through imposing some sort of tax, would have been more in tune with present realities than appealing to voluntary savings.

Proposing a series of specific administrative measures to lower prices by the government would have won bigger support and been more sensible than simply announcing that studies will be made to discover whether the hundreds of existing government price regulations, on such diverse products, as farm goods, interstate commerce and natural gas, can be abolished.

A larger public works programme that would affect immediately would have been preferable to the system proposed, as well as "voluntary" rises more palatable for Democrats in Congress.

Mr Ford has presented a programme full of uncertainties, uncertainties over the willingness of people to heed the President's appeals, uncertainties over the development of prices, wages, unemployment, uncertainties over the future course of monetary policy.

The immediate outlook is one of rising unemployment and rising inflation. It must be hoped that serious social tensions are avoided and that President Ford does obtain the full measure of support from all that he is now appealing for.

Frank Vogl

Complicated problems of intervention in the drug industry

It has long been one of the shibboleths of the Labour left that drug industry profits are indefensibly high. The "surviving" of the party against what it thought of as profiteering was enshrined in Labour's Programme 1973—the bedrock of the party's manifesto—which promised that the government would "insist on some element of public ownership (in the pharmaceutical industry) in the future".

There was some surprise, therefore—and not a little concealed nervousness—when drugs were conspicuous by their absence from the checklist of industries marked down for state intervention in Mr Benn's controversial White Paper, The Regeneration of British Industry.

With the Labour Government now back in power that nervousness will break out again.

What does the absence of the industry from the White Paper mean? It almost certainly does not mean that the issue has been dropped. A more realistic interpretation is that after many months of research the high level working group set up last January to study the industry has concluded that the practical problems of intervention are a good deal more complicated than was originally thought.

The commitment is still there. The tactics need a lot more discussion. The timescale is a political impossibility.

It is instructive to try to trace the complexities involved in the issue. The drug industry is full of snares for the interventionist; traditional solutions just do not fit.

The essential fact to grasp is the international nature of the pharmaceutical industry. The drug industry is a quintessential example of multi-nationalism. In Britain two-thirds of the market for National Health Service medicines is controlled by a limited stake in the major companies would, while not allowing it to exercise control directly, at least enable it to monitor from a clear vantage point the operations of these companies, which could then be subjected to control through national machinery, like the existing Voluntary Price Regulation Scheme.

Such schemes could then be supplemented by other agencies for the control, for example, of efficacy.

In the last analysis it seems clear that even if the idea of public ownership, whole or partial, is rejected for practical reasons, the mood of the party is for far greater control over the industry.

Putting this into a financial and economic perspective, it is worth remembering that drug exports bring this country something over £220m a year.

If across-the-board intervention is not feasible a possible alternative is participation in the major British groups—a takeover in whole or in part of the pharmaceutical interests of, say, Beecham, Glaxo or ICI.

If the intention was to have a direct influence over the financing of drugs—recycling profits according to social and not simply commercial criteria, ensuring economy in the controversial and high spending area of promotion, directing research to the most cost-effective areas—then fairly substantial participation would be necessary and this could be enormously expensive.

There would also be the practical problem of separating the pharmaceutical interests of these companies from the rest of the group—how, for example, would centralized research facilities be replaced?

Even with control of the British companies, would the Government be achieving its social aims if it were unable to exert influence on that other part of the market dominated by foreign companies?

These are some of the difficulties and barriers which lie in the Government's way and they do seem to present some intractable problems. But it would be rash to assume that because of this the whole issue will be dropped.

The need for reform of the drug industry to make it more responsive to social needs is an idea deeply embedded in the party. The mistake drug companies may make is to assume that if perfect solutions are not available the Government may not opt for necessarily imperfect and partial solutions.

It could, for example, set up a wholly state-owned unit, or purchase an existing one, to produce generic drugs which would compete against branded products.

It might well feel that a limited stake in the major companies would, while not allowing it to exercise control directly, at least enable it to monitor from a clear vantage point the operations of these companies, which could then be subjected to control through national machinery, like the existing Voluntary Price Regulation Scheme.

Such schemes could then be supplemented by other agencies for the control, for example, of efficacy.

In the last analysis it seems clear that even if the idea of public ownership, whole or partial, is rejected for practical reasons, the mood of the party is for far greater control over the industry.

Malcolm Brown

Business Diary in Europe • Patron of the Patrons

CNPF, the French equivalent of the CBI, has a reputation for moderation. Willy, in spite of grumbling ruminations, it has loyally kept the economic policies of Giscard d'Estaing for the last 10 years. To it to raise, never timidly, the standard revolt, as it did at Lille last week, is a deed of daring which it has surprised even its leaders.

The President of the CNPF—as he is often called—M François Ceyrac, did mince his words. The war to the challenge of inflation can't be the work of a handful of specialists and technocrats. It calls for a reaction depth, affecting the behaviour of all of us. The challenge must be met in a climate of freedom, freedom to under-stand, freedom to trade. If we don't meet it, we will move rapidly towards protectionism and more State control. Twenty years of effort will be undermined," he

Ceyrac, an energetic 60, elected President of the CNPF in December, 1972 by a unanimous vote. The CNPF is the need for a "new" man who has always stood for negotiation cooperation with the unions to such an extent that its members remarked: "before, the CNPF didn't do anything; as Ceyrac, it does things." As President of the al Committee of the trontat" he was a tower of



François Ceyrac: who did not mince his words.

the image of the traditional, paternalistic, right employer. It came more easily to him because he was never an employer himself, but spent his whole career on the staff, so to speak, starting in 1936 during the Popular Front, when he was secretary to the employers' delegation in the labour negotiations.

Looking for fish

While the ink is still wet on the British contract with Iceland over fishing within the controversial 50 mile limit, the Dutch are confronted with fundamental problems concerning the future of their fishing industry.

The Dutch have traditionally never fished far from home. The north of Scotland and the Irish coast have been the general limits. But now that the herring catches have been limited to a quota of 46,000 tons, less than the normal capacity of the Dutch herring fleet, the fishermen are having to look elsewhere.

Herring is the most important source of income for Dutch fishermen. They can switch to other fish, but know that these in turn will also be confined in the future to quotas. The only alternative for the 700 deep sea fishing vessels to

search outside the quota limits, which means staying away from home for longer periods.

The Dutch Ministry of Agriculture has been supporting experimental fishing expeditions this year to the Canary Islands area, this involves a 70-day expedition, which is much too long by Dutch standards. Nevertheless, the ministry is planning to continue its guarantee for the experiment next year, but in the back of the ministerial mind there is a distinct possibility being considered that Holland will have to introduce a scheme to encourage the closure of non-profit-making sectors of the fishing industry, in which a total of some 9,000 jobs are involved.

Contender

Although Ralf Dahrendorf has physically left Brussels to take over as head of the London School of Economics, he remains a member of the European Community's Executive Commission until a successor is appointed.

In the meantime he is considered to be "on vacation" and his duties as Commissioner for Research, Science and Education, have been assumed temporarily by Altiero Spinielli, the idealistic if somewhat inefficient Italian member in charge of the EEC's budding industrial and technological policy.

This odd situation (Dahrendorf wanted to hand in his resignation from Brussels but was thwarted because this was legally impossible under the Community's rules) is the result of indecision in the ranks of the West German Free Democratic Party, of which he is a member.

A shortage of available talent willing to spend the next two years away from Bonn has been the main problem confronting the leadership of the FDP. Politicians Rainer Barzel has turned the offer down because it would probably mean missing the next German elections due to be held in October 1976.

Nevertheless, there are now signs that Hans-Dietrich Genscher, the FDP Foreign Minister, is anxious to fill the Brussels post as quickly as pos-



Hans-Dietrich Genscher: anxious to find a successor to Ralf Dahrendorf.

sible. He has requested a meeting with Helmut Schmidt, the West German Chancellor, in the next few days to discuss possible successors.

There is growing speculation that in the absence of political backing the job may go to a professional diplomat. Hans Georg Sachs, a State Secretary in the Bonn Foreign Ministry and a former West German permanent representative to the EEC has been tipped as a possible contender.

Mercedes ploy

There are an awful lot of Mercedes Benz lorry specialists on Frankfurt to Heathrow aircraft these days. And there will be even more during the next three months. The West Germans are pulling out all the stops to increase their heavy lorry sales in Britain, and last week began flying in teams from their Stuttgart headquarters to reinforce the mixed Anglo-German staff at their Brandenburg, Middlesex, headquarters.

Gerd Hoffmann, managing director of Mercedes Benz UK, is also director of export sales for the whole Mercedes group, at least until next year, when he will drop that hat to concentrate on Britain. Meanwhile he is using members of his Stuttgart staff to do a bit of clever merchandising here.

Last week Hoffmann and three of his top executives from Stuttgart staged simultaneous meetings with dealers in

different parts of the country. They followed this by providing dealers with Stuttgart experts to accompany them on visits to haulage operators.

It is a ploy which Mercedes used to good effect earlier in the year to improve van sales. It seems the hauliers are flattered by the man from the factory" approach, especially when the factory is in Germany. And the sales teams have quite a pitch. Mercedes's huge holding depot at Wakefield, Yorkshire, is bulging with hundreds of heavy lorries ready for immediate delivery at a time when rival manufacturers are quoting several months delay.

But the pounce takes some time. Next year Mercedes will introduce their New Generation lorries to Britain and they will cost a great deal more than the £10,500 quoted for the present 32 ton Artic. The new version sells for £16,000 in Germany.

Timber!

If you go down to the woods today... particularly to a French wood, the big surprise you're likely to find is Bill Dadds or one of his team counting around on behalf of Matthews Wrightson Land.

Dadds is a director of L'Europeenne Forestiere, a new company Matthews Wrightson has established in Paris to promote investment in forests, something that the parent already does here in Britain.

The search for suitable stretches of French woodland has, among other places, taken L'Europeenne to "somewhere near Toulouse," where Dadds and chairman Roger de Vernissey are hoping to make the first of a series of purchases that would secure about 10,000 acres of forest for resale to investors and subsequent management by the new company.

Brian Malton, chairman of Matthews Wrightson Land, chose a rather unusual occasion at which to introduce the formation of the new French company. This was at a lunch given for 30 West German foresters, all members of that country's professional foresters' association.

Parker Knoll Limited

Group Broadens Activities

| 12 months to 31st July | 1974 | 1973 | 1972 |
|---------------------------------|-------------|-------------|-------------|
| Group sales | £'000 9,708 | £'000 8,188 | £'000 6,445 |
| Profit before tax | 1,008 | 1,033 | 755 |
| Profit after tax | 531 | 570 | 477 |
| Earnings per 25p share | 11.8p | 12.9p | 10.8p |
| Net dividend payments per share | 2.462p | 2.450p | 2.041p |

Points made by the Chairman, Mr. C. H. Jourdan

- ★ Group further broadened by acquisition of carpet manufacturers.
- ★ Exports up at £924,668.
- ★ Record turnover and profit in Textiles Division.
- ★ Turnover of Furniture up by 11%; Textiles up by 18%; Carpets up by 28%.

LOWER RENTS & ROOM TO GROW

Drivers Jonas

ACCOUNT DAYS: Dealings Begin Today. Dealings End Oct 25. § Contango Day, Oct 28. Settlement Day, Nov 5
§ Forward bargains are permitted on two previous days.

(Current market price multiplied by the number of shares in issue for the stock quoted)

[illegible]

Secretarial and General Appointments

EDITORIAL ASSISTANT

Circa £2,400

British Gas urgently needs an Editorial Assistant aged 23 upwards, to work on a number of publications.

The job involves gathering the basic information for news and feature articles for a range of publications, including internal magazines, recruitment material, brochures and general leaflets.

Administrative responsibilities include copy checking, proof reading, liaison with artists, writers, printers, etc., and ensuring that all deadlines within the production schedules are met.

Preference will be given to applicants with some experience of similar work, although we are prepared to provide on-the-job training.

Fast, accurate typing is essential, and shorthand could be useful.

Usual large company benefits.

Ring Sandra Oliver on 01-723 7030, ext. 2367 today, to arrange an interview.

PERSONAL ASSISTANT

NO SHORTHAND

A demanding job is offered to a woman in her twenties, or thirties, who can assist a busy personnel specialist in his office.

She will be responsible for handling executive job applications, making appointments and doing administrative work in a pleasant, modern office. Shorthand is not necessary for this position, but a little typing is involved: routine typing and filing are handled by a central office.

The starting salary will be in the region of £1,750, and there is a subsidised staff restaurant serving 15p lunches.

Please ring Miss Nicola Murray on 01-235 6060.

ROYAL LANCASTER HOTEL

PERSONNEL MANAGER

requires an

ASSISTANT

A young lady, aged about 25, preferably with some training and also typing experience. Shorthand or speedwriting would be useful.

The prime responsibility of the successful applicant will be to set up and operate training schemes within the hotel. Salary negotiable. The Personnel Office works from 9.00-5.30, Monday to Friday. Contact Personnel, 352 6737.

Imperial College of Technology

The college urgently requires FOUR ENTHUSIASTIC WAGES CLERKS

to work in a busy salaries and wages office. Knowledge of computerised payroll systems would be an advantage, but previous experience in a wages office is essential.

Salary according to age and experience, in the range of £1,750-£2,400 p.a. plus 10% bonus, 12 days holiday, 12 days sick leave, Christmas and Easter, sports centre and canteen.

Apply Miss Williams, 589 6353

TELEPHONIST/RECEPTIONIST

Large scale fashion organisation requires mature person of attractive personality and good telephone manner to handle incoming and outgoing calls, including staff duties, in a pleasant, modern office. High salary for well skilled and efficient applicant.

Apply Miss Williams

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ADMINISTRATIVE ASSISTANTS

The Council of an educational and training body, prominent in the Social Services field, is recruiting young people, aged 18-25, for administrative, clerical and office duties, including Student Registration, Purchasing, Library, and other duties. Salary £2,000-£2,500 p.a. plus 10% bonus, 12 days holiday, 12 days sick leave, Christmas and Easter, sports centre and canteen.

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Les frais de voyage seront remboursés ainsi que les frais d'hôtel pendant la période de recherche d'un logement.

Prière d'appeler Mr. Marchant Tel: 01-728 9531 pour fixer un rendez-vous qui aura lieu le mercredi après-midi, 16 Octobre, à Londres.

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Interest, satisfaction, career prospects and the salary you deserve shouldn't be too much to ask. Does your first job live up to these standards? If not, then come in and see us.

(1) We will discuss your ambitions in the light of our experience.

(2) We visit as many of our clients as possible, so that we can tell you everything about the job, the prospects, the people and the place.

Contact Shan Swinstead:—

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Competence, Enthusiasm,

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Southern
12.00, Thames. 3.00 pm, F
The I Don't Care Girl, v
Mimi Gaylor, David W
12.25, Thames. 5.20, Sin
Junior. 5.25, Crossroads, S

11.00, The Unguarded Moment

11.30, Southern News Express
11.40, Cuddeline. 11.45, P.
Progress. 12.10 am, Weather
4
5.20 am, News. 6.22, Farm
Week. 6.40, Prayer for the
6.45, Today. 6.50, Travel No.
6.55, Weather. 7.00, News. 7
7.05, Today. 7.10, News.
7.45, Thought for the Day. 7
Travel News. 7.55, Weather. 8
News. 8.28, Sportsday. 8.3
9.00, News. 9.05, A Good
Part. 9.40, News. 9.50
Richard Baker. 10.00, News. 10
10.10, News. 10.15, Service. 10
10.20, News. 10.25, News. 10.3
10.35, News. 11.05, Any C
11.10, News. 11.15, News. 11.2
12.00, News. 12.05, News. 12
12.10, News. 12.15, News. 12
12.25, Weather. 1.00, News.
World at One. 1.30, The Arch
1.40, News. 1.45, News. 1.5
Liston with Mother. 3.00, N
3.10, News. 3.15, News. 3.20

Report. 5.50. Financial Rep
5.55. Weather and program
News. 6.00. News. 6.15. Jim

Minist. 5.45. The Archers. 7.30.
New Deal. 7.30. The Moon.
Ballroom. David Nixon reads from
his autobiography. 8.15. Play:
General of this Dead Army. 9.
Kalidoses. 10.00. The w
tonight, including. 10.10-10.15.
Ministerial broadcast by the p
minister. 1. 10.45. A Book of
truth: The Constant Nymph. 10.55.
11.00. Financial World. Tonight
11.15. A Charge at Air Port.
Sergei Rudenkov. 11.30. No.
11.57. Madame London.

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